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The Meat Retailer as a Business Man Discussed in this issue

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THE

No. 7

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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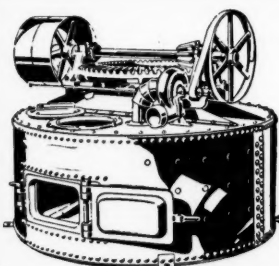
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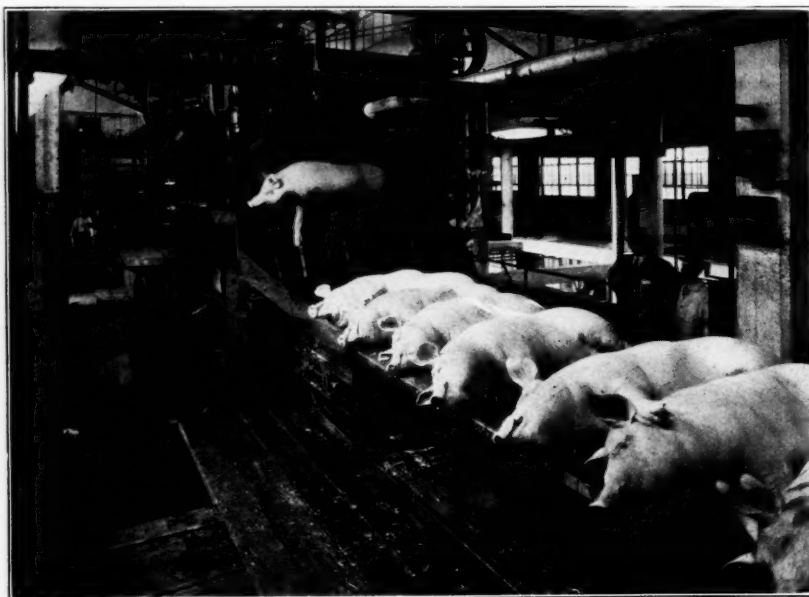
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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION
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Vol. 69.

Chicago and New York, August 18, 1923.

No. 7.

Packers' Convention Program Is Growing **Practical Topics and Achievements of the Institute Will Make the Business Program the Best Ever—Entertainment Features**

Plans for the program of the convention of the Institute of American Meat Packers at Atlantic City, N. J., September 17, 18 and 19, indicate that it will be one of the most valuable in the history of the organization.

The program will tend toward the practical, and will include a number of subjects of interest to every packer. The program committee is now at work on the list and announcements should be ready at an early date.

Meanwhile, the outline of entertainment features published in the last issue of THE NATIONAL PROVISIONER has aroused wide interest. It is reported that the registrations made with Vice-president Heinemann are especially heavy, and that there will be a larger number of ladies present than ever before.

Features for the Ladies.

Last year's program for the ladies at Chicago made a big hit; this year's attractions at Atlantic City are such as to draw the attention of every packer's wife, sister and sweetheart.

The entire convention program, from Sunday until Wednesday afternoon, has been arranged to include a maximum of entertaining features for the ladies. The ladies' luncheon at the Traymore submarine grill Monday noon will give the wives, relatives and friends of Institute members an excellent opportunity to become acquainted and so add to the enjoyment of the additional features which have been arranged.

Tuesday evening will be a big evening, both for the ladies and for the men. The ladies will have choice seats at an Atlantic City theater—Atlantic City usually sees the big shows before Broadway does—and the men will attend the annual convention banquet at the Ritz. Speakers of national prominence are being booked for the convention banquet.

Golf Tournament a Big Hit.

Arrangements for the first convention golf tournament ever held indicate that this will be one of the sensations of the meeting. Packers are victims of the "golf

bug" the same as other men, and it looks as though the entry list would include a majority of the convention attendants.

The contest will be held Wednesday, September 19, after adjournment of the convention, on the beautiful course of the Sea View Golf Club, Absecon, N. J. Chairman John J. Felin is a generous host and he is preparing a delightful surprise for the golfers.

Two Cups for Winners.

There will be two silver cups—the Herrick cup for the low net score, and THE NATIONAL PROVISIONER cup for the low medal score—besides other prizes. Members of Institute companies and of the American Meat Packers' Trade & Supply Association are eligible to compete in this tournament and entry blanks are now out. They may be obtained of Vice-president Heinemann at Chicago or Chairman John J. Felin, 4142 Germantown avenue, Philadelphia.

The following bulletin has been issued on the golf tournament:

CONVENTION BULLETIN NO. 9.

To the Members:

The golf tournament mentioned in Convention Bulletin No. 6 will be arranged as follows:

The tournament is to be held at the Sea View Golf Club, Absecon, N. J., Wednesday afternoon, September 19, 1923. Arrangements will be made to transport competing players from the hotel to the club.

There will be two distinct sets of prizes. The president's cup, to be known as the Herrick cup, will be a perpetual trophy for

the winner of the low net handicap score. Any member winning this cup three times will obtain permanent possession. Should this year's winner lose it next year he shall surrender the cup and will be presented with a silver miniature replica as a permanent gift. There will be a suitable prize for the second low net handicap medal score.

The second cup is donated by THE NATIONAL PROVISIONER and is to be known as THE NATIONAL PROVISIONER cup. This cup will be presented annually to the man obtaining the low gross medal score. This cup is to be permanently retained by each year's winner. There will be a suitable prize for the second low gross medal score.

A third cup, to be known as the "duffer's cup," is to be given to the man making the high score and this is to be retained if the rules of its presentation are complied with.

Those desiring to compete should fill out and return the enclosed entry blank to Mr. John J. Felin, chairman, golf committee, 4142-56 Germantown avenue, Philadelphia, Pennsylvania, within the time limit indicated.

Yours very truly,

C. B. HEINEMANN,
Vice-president.

Sales Managers at Convention.

A feature of the convention will be the attention paid to the problem of distribution. An attempt will be made to get all packer sales managers to the meeting, as is indicated by the following bulletin:

CONVENTION BULLETIN NO. 11.

To the Members:

One entire division of our general business program will be devoted to a discussion of sensible merchandising methods. Speakers from within the industry as well as some from outside will make interesting talks on various phases of this important problem.

We urge that every member arrange to have his sales manager, director of sales, or whoever may be in charge of his sales organization, at the convention. If it is impossible to spare him from his duties for the entire time we suggest that he surely be present Tuesday, September 16, 1923.

As soon as your plans are perfected will you please let us hear from you on this question?

Yours very truly,

C. B. HEINEMANN,
Vice-president.



Armour Statement Shows Profit Basis

A financial report of Armour & Company for the first half of this year was issued this week by President F. Edson White. This report for the first time covers in a complete, consolidated statement the operations of the recently acquired business and properties of Morris & Company, as well as those of Armour & Company and its subsidiaries.

In a statement to the stockholders accompanying the report, Mr. White describes the financial condition of the company as gratifying. It indicates that the company is now on a sound operating basis and that business is increasing.

As of June 30th, cash on hand of Armour & Company, of Illinois, the parent company and its subsidiaries, amounted to \$57,173,129.49. Earnings available for dividends on preferred stocks, after deducting fixed charges, depreciation and inventory adjustments, amounted to \$5,199,505.01. After providing for all preferred dividends the company earned a net profit of \$1,488,574.60, which is applicable on the common stock. Preferred dividends of Armour & Company of Illinois, Armour & Company of Delaware and the North American Provision Company payable October 1st, 1923, have been declared.

The consolidated balance sheet, including Armour & Company of Illinois, Armour & Company of Delaware and the North American Provision Company, which purchased the business of Morris & Company and their subsidiaries, shows total current assets of over \$265,300,000 to pay current liabilities of \$135,800,000. Net current assets were therefore \$129,500,000, an amount sufficient to pay all except approximately \$15,000,000 of the total funded debt. Against this remaining \$15,000,000, however, and \$132,700,000 in preferred stocks, the company shows fixed properties of \$230,000,000 and investments of approximately \$41,000,000.

Inventories Written Down.

In his statement to the stockholders, Mr. White points out that while inventories—and therefore notes payable—have increased on account of the exceptionally heavy receipts of hogs in the last three months, the inventory has been written down in line with all market declines which have occurred, principally in hog products.

"As a result," said Mr. White, "our inventory is unusually low priced and our position in this respect is more favorable than it has been in a good many years. We consider the earnings of your companies for the six months period, which was so largely one of readjustment of our corporate and financial affairs, as encouraging."

"It is significant that the volume of sales during the six months period of the combined Armour and Morris businesses exceeds the combined volume of the two businesses for the corresponding period of 1922 by over 15 per cent."

"While the time which has elapsed since the Morris purchase has not been sufficient to reflect to any great extent the economies ultimately expected therefrom, the results which have been realized in this direction confirm our estimate that

approximately \$10,000,000 annually would be saved when full co-ordination of administration and operation had been effected.

"The present situation in the industry is satisfactory and with our inventories written down to a low basis we have ahead of us the six months of the year which, in the past, have been the more profitable."

Morris Figures in Report.

The Morris figures included in the report are the audited figures as of March 31, 1923, extended by Armour & Company to June 30, 1923, in order to show the consolidated results. The Morris figures of March 31, 1923, were not available when the last consolidated balance sheet was issued by Armour & Company for the close of the fiscal year ending December 31, 1922.

Armour & Company of Delaware, a subsidiary of Armour & Company of Illinois, for the six months ended June 30, shows cash on hand amounting to \$24,978,922.16; current assets of \$131,445,462.69 and current liabilities of \$53,618,101.79.

Consolidated Finance Statements.

The financial situation of Armour & Company is shown in the consolidated income statement and in the consolidated balance sheet which are given below.

The consolidated income statement for six months ending June 30, 1923, of Armour & Company, including Armour & Company of Illinois, Armour & Company of Delaware, the North American Provision Company and their subsidiaries, is as follows:

Income before deducting depreciation and interest	\$16,712,402.53
Less depreciation	3,852,032.45
Income before charging interest	\$12,860,370.08
Interest charges	7,600,865.07
Net income, available for dividends	\$5,199,505.01
Preferred stock dividends, from date of issuance	3,710,930.41
Balance applicable as earnings on the common stock of Armour & Co. of Illinois	\$1,488,574.60

The consolidated balance sheet including Armour & Company of Illinois, Armour & Company of Delaware, the North Ameri-

can Provision Company and their subsidiaries for the six months ending June 30, 1923, with a comparison for the six months period ending December 31, 1922, is as follows:

BALANCE SHEET—ASSETS.

	June 30, '23.	Dec. 31, '22.
Cash	\$ 57,173,129	\$ 33,973,655
Notes, accts. receivable	70,376,020	56,174,615
Inventories	119,704,326	79,455,568
Marketable securities	18,122,827	17,401,004
Investments	41,718,288	45,975,451
Plant, etc.	230,353,183	189,435,902
Deferred charges	19,394,073	15,390,987
Total assets	\$556,780,949	\$437,810,271

LIABILITIES.

Notes payable	\$114,881,664	\$ 59,456,594
Accounts payable	20,944,252	16,762,706
First mortgage bonds	128,602,000	100,000,000
Gold notes	16,144,000	
Minority stock equity	547,666	
Reserve	1,000,000	1,000,000
Del. Co. pfd. stock	64,864,300	60,000,000
N. Amer. Prov. Co.	8,600,000	
Ill. Co. pfd. stock	59,298,400	59,295,400
Ill. Co. com. stock	100,033,700	100,032,000
Surplus	41,864,076	40,376,400
Total liabilities	\$556,780,949	\$437,810,271

BIG MEAT COMBINE IN BRITAIN.

Adding twenty-four hundred retail meat shops, depots, and market stalls in the United Kingdom, together with factories and wholesale selling establishments, through the recent purchase of eight large meat packing plants, the Union Cold Storage Company now under control of Vestey Brothers, has become the most extensive meat distributor in the British Empire. The Union Cold Storage Company possesses the largest cold storage facilities in cubic capacity in the United Kingdom, and the recent acquisitions now give it control over 5,500 retail butcher shops.

BRITISH GOVT. LOSSES ON BACON.

The losses on bacon by the British government up to March 31, 1922, stood at £6,314,328. But to this has to be added £3,532,671 for losses on re-control purchases by the Food Ministry, making a total of £9,846,999, according to recent reports.

Packers Win Decision on British Claims

The arbitrator to whom was submitted the claims of American packers on cured meats seized by the British government when food control was suddenly resumed in August, 1919, has decided the first case submitted to him in favor of the packers.

The government must pay for the meats requisitioned at the average market price which was in effect for three weeks prior to seizure, plus interest at 5 per cent per annum from October 1, 1919. A deduction is allowed, known as the "first assessment," made immediately after requisitioning, on goods alleged to be slightly off condition.

The decision was made in the case of the claims of Swift & Company, the first to go to arbitration, and affected only the so-called "2F goods," or meats which were on hand in Great Britain when the government suddenly resumed food control on August 9, 1919. The matter of the "2B goods," or those landed after the date named, has not yet been arbitrated.

It is possible that the government will appeal from the decision of the arbitrator, and it is possible also that an attempt may be made to negotiate a settlement, both with this packer and with others whose cases have not yet been arbitrated.

The decision is of great interest to the industry, since millions of dollars worth of American meats were requisitioned by the British Food Ministry when control was resumed in August, 1919, and every effort has been made by the British authorities to avoid settlement on a basis of the value of the goods. The decision establishes the principle that the American packer should be paid for the value of his goods at the time they were requisitioned, and not at their value after they had been held by the government and allowed to deteriorate.

Must Pay at Proper Values.

Extended hearings were held before the arbitrator to establish the merits of the case and to prove values. The Swift case was in charge of Robert Malr, head of the export department of Swift & Company, and the legal counsel for the company. One of the important witnesses in the case was Vice-president G. C. Shepard of the Cudahy Packing Company. In his decision the arbitrator did not award Swift & Company on the basis of the exact values claimed, but stated that the packers had proved their costs broadly, and that they should be paid on the market value of the goods as stated, with interest.

Meat Retailer as a Business Man

What He Is and What He Might Be— Conclusions Resulting from a Careful Survey by an Authority in the Field

By Horace Secrist, Director, Bureau of Business Research,
Northwestern University

(EDITOR'S NOTE.—Dr. Secrist, who has had wide experience in the study of retail merchandising in various fields, here summarizes the results of a careful though limited analysis of retail meat shop methods and conditions.)

This report was made before the convention of the United Master Butchers of America last week at Pittsburgh, and was received with hearty approval.)

Many people today are pessimistic over the outlook for the retailer. They criticize him without a full appreciation of his problems and difficulties and without offering constructive proposals for meeting them.

I do not belong to this group. I believe there is hope for the retailer and that progress is being made in the solution of his difficulties.

So far as the retail meat dealer is concerned, his problems, while unique, are not incapable of solution. He belongs to one of a class—a class rendering a distinct service, and one which in time will work out its own salvation.

I should like very briefly to give reasons for this belief and to support it by certain facts.

Retailer Knows the Consumer.

Retailing, wherever found and dealing with whatever commodity, is the last link in a chain of processes which reach back from the consumer to the initial stages of production.

The retailer is in close contact with the ultimate consumer. If anyone is in a position to understand the peculiarities of his demands, his likes and dislikes, his prejudices, and his shortcomings, it is the retailer. There must, in the nature of the case, be someone occupying this position.

Moreover, his business is competitive. It cannot be otherwise. It is impossible for retailers as a class to trade upon personal characteristics monopolized by a few. They must supply the needs of the many under conditions of keen competition. Exceptional prizes may be won individually, but only through better service and superior merchandising.

The retailer in the meat trade deals in the necessities of life demanded by all—satisfying customers' wants day in and day out in his own neighborhood. He buys in a competitive market and sells in close competition with others. The amounts which he pays for his goods are competitively determined. So also are his sales and his expenses. There is nothing about them which places them in the monopoly field.

Retailer and Competition.

He buys his labor service in competition with others, paying competitive wages. He selects his place of business in the face of the demands of those in the same or of other traders in similar fields and

makes his appeal to customers in the same way as others by displaying his merchandise and bidding for popular approval.

Retail meat dealers abound in every nook and corner of the country. Wherever there is a need or demand for goods, merchants are ready to satisfy them. Moreover, there are few or no restrictions upon entrance into the trade. The amount of necessary capital for beginning or expanding business is small and readily accessible to those having reasonable chances of success.

Such are the conditions which furnish a background for viewing the problems of the retail meat dealer in proper perspective.

There are those who look upon competition as the cause of progress and the life of trade. They seem to feel that where competition exists the "square deal" holds sway. It seems to them axiomatic that if it were only "perfect," returns would be reasonable and the profits of industry adequately distributed. It is maintained that, in the long run, industry will be crowned with success.

All this is probably true providing competition is intelligent, and that the struggle which it occasions is not between those who are ignorant of business methods and of the conditions which make for success, but between those who are intelligent, discriminative, resourceful and progressive.

There is a difference between the type of competition which is based on knowledge and that which is carried on in the

absence of facts and without knowledge of the underlying principles upon which business must be conducted.

There is little hope that competition among retailers will be less severe, but there is great hope that it will be more intelligent.

The Small Shop Will Endure.

Moreover, there is every reason for believing that the small shop will endure. Even in trades where independent stores have given way to chain systems, the chain unit in the great majority of cases is small and its success primarily dependent upon the personal contact of retailers and their customers.

The meat dealer's problems, however, are somewhat different from those of other retailers. He deals with perishable products, purchased frequently but in small quantities. Shops must be readily accessible and goods secured with minimum difficulty.

This being true, service is the primary condition necessary for success. If a merchant fails to render this, his trade goes to those who can supply it.

It was once said by a prominent statesman that you cannot indict a whole nation. It may also be said that you cannot indict an entire trade. Yet such is being done by those who think that retail distribution is a complete failure and that some alternative method must be found. I do not share in this wholesale criticism.

Retail Methods Must Be Improved.

I do, however, feel that the present system of retail distribution, of which that of meat is a part, must be improved. It is the particular obligation of retailers in an association to study their own problems, and to determine wherein weaknesses lie and what improvements can be made. To this end I hope that I can be of some aid in pointing out what can be and is being done to improve conditions.

For more than six months the Bureau of Business Research, Northwestern University, in co-operation with the Department of Agriculture, has been studying these problems. It has been impossible until recently for the retailers' organization or for its members individually to answer certain questions of vital interest to them, and which the public is entitled to have answered. Briefly they are as follows:

What Facts Should Be Known.

- (1) What does it cost the retailer to distribute his product?
- (2) Are these costs the same for different types of establishments, with different locations and of different size?
- (3) How rapidly, in reason, should merchants turn their stock?
- (4) What profits are they realizing upon

Retail Meat Facts

A study by Dr. Secrist of retail meat distribution in Chicago, New York and Cleveland—based on data for the 6 months' period ending August 11, 1923, will appear in an early issue of THE NATIONAL PROVISIONER.

Volume of business, turnover of merchandise and "the inevitable summer slump" are the topics which will be given chief attention.

This is the first of a series of articles giving the results of the study of cost of retail meat distribution now being made by the Bureau of Business Research of Northwestern University and the U. S. Department of Agriculture.

their sales and upon their investments, and are these reasonable?

Individual merchants in some cases have known these facts for years. Others have never truly known what their own expenses have been, whether their profits were reasonable or unreasonable, or whether they are making profits at all.

This condition is intolerable both for the trade and its members. Moreover, the public is entitled to an answer to these questions. Merchants individually and collectively cannot succeed unless they are answered intelligently, and the public will not be satisfied until the truth is known.

Gathering Facts from Retailers.

When the Bureau of Business Research and the Department of Agriculture began the study of retail meat distribution, it was necessary, first, to develop a system of records which would furnish the necessary facts for answering these questions, and, second, to prevail upon merchants to install them and to supply transcripts of their records for analysis. Bookkeeping systems for this purpose were developed more than six months ago and the installation process has been going on since that time.

Through the co-operation of merchants in Chicago, Cleveland, New York and other places, information is slowly being accumulated, and when finally analyzed, will make it possible for us to answer these questions for the trade. Moreover, merchants individually will have for their own use standards of expense distribution by which they may measure their own operating conditions in comparison with those for the trade as a whole.

We are not yet ready to report in detail the conditions for the trade. To all retailers who are co-operating, however, we are currently furnishing a composite picture of conditions for that part of the trade from which we have received data, as well as detailed data for individual establishments. Moreover, these returns are being interpreted by our field men, the purpose being to show merchants wherein and for what purpose expenses differ widely from those prevailing and to suggest where improvements may be made, expenses reduced, and profits stabilized.

Some Facts Already in Hand.

While I am not at liberty at the present time to give the results of our analysis in detail, it may be of interest to know that:

(1) The cost of doing business in the different cities which we have studied is essentially the same, the average for Chicago, Cleveland, and New York, respectively, being 20.2, 22.4, and 20.9 per cent of sales. The most common per cent of total expense to sales is between 18 and 22, 43 per cent of the stores spending such proportions.

(2) Wages of all types—proprietors', cutters', and delivery boys'—are for the cities, in order named, 13.1, 14.6, and 13.7 per cent of sales. The most common per cent which wages make of total sales is between 12 and 16, 52 per cent of the stores having such proportions.

(3) Rents constitute 2.3 per cent of sales in Chicago, 2.8 per cent in Cleveland, and 2.9 per cent in New York. The most common per cent is between 2 and 3, 30 per cent of the stores spending this amount. Other common amounts are between 1 and 2 and between 3 and 4 per cent.

Cost of Doing Business

Analysis of retail meat stores in leading cities showed these results:

It cost most retailers from 18 to 22 per cent of what they took in to do business.

Most of them paid out from 12 to 16 per cent of their receipts in wages.

Rents usually were between 2 and 3 per cent of sales.

Most retailers paid about 1 per cent of their receipts for ice and refrigeration.

Most stores turned over their stocks about once every 4 days.

(4) Expenses for ice and refrigeration including depreciation make up 1.1 per cent of sales in Chicago, 1.4 per cent in Cleveland, and .8 per cent in New York. Most stores pay between .8 and 1.2 per cent of sales for ice and refrigeration.

(5) Stores in Chicago turn their stock 6.3 times in four weeks; those in Cleveland, 5.8, and those in New York, 6.1 times (per month). The most common number of stock turns is between 4 and 6, the tendency being for the number more nearly to approach 6 than 4.

(These and other facts for a number of identical stores in the cities are shown in Table 1.)

Individual Operating Expenses.

Such are the conditions when store experience is averaged, and when the most common conditions are given.

When the history of individual stores is studied, however, operating results are far from uniform. There are a few stores with operating expenses noticeably below the average. The majority are near the average, while for some—too many—expenses are prohibitive.

If they remain for any length of time at these heights, failure is certain. It is the stores having low expenses in relation to their sales and to their investment which are likely to succeed; it is those having high expenses which must take thought of tomorrow if they wish to escape ultimate failure.

How different the operating conditions of stores are may be seen by considering the history of two stores, one of which has consistently lost, and the other of which has made money during the period February 26 to July 14, 1923.

History of Two Stores.

The environment under which store "A" operates—the one which loses money—is so familiar as almost to be typical of retail meat establishments. The neighborhood is that of the working class and

low-salaried people to whom price is a primary consideration. The store is a straight market, located on a corner and car line, one-half block from another car line, forming a transfer point.

An admirable location, one would immediately say. That is what other merchants have thought, with the result that 13 shops are located within a radius of one block from the corner or within one-half block of the shop in question.

The store is carried on by a proprietor who is capable, having had many years' experience in the meat business, but who is not alert to new methods of handling people, advertising, display and other methods of attracting and holding customers.

The store is about 25 by 50 feet in dimension, and rents for \$40.00 per month. The proprietor allows himself \$40.00 per week and pays his cutter the same amount.

This merchant is losing money each month. Why? Not because he is grossly incompetent, but because the competition of four to five shops of three years ago has grown to that of thirteen.

There is not sufficient business in this neighborhood for all of the shops. Expenses are not high absolutely; sales are low and expenses are high relative to sales. During the past 20 weeks this merchant has been operating at a cost of more than 30 per cent on sales—the average for Chicago according to our findings being 20 per cent.

Moreover, while his wage rates are approximately the same as the average for the city, the wages paid in relation to his sales are 65 per cent higher than the corresponding city average. This merchant is not making the wage which he allows himself—a wage less than that made by a common laborer. Not only are his sales small, but the turnover of his stock inexcusably low. Most stores turn their stock four to six times in four weeks—the average being 6.3 times—but this merchant in the 20 weeks, March 24 to July 14, turned his stock but 1.7 times each four weeks.

A turnover of this rate indicates losses, spoilage, faulty purchases and social waste. During the period in question this merchant's purchases represent 81 per cent of his sales—that is, his gross margin was 19 per cent, while his operating expenses were 31 per cent of his sales. In other words, he is operating at a loss.

(A brief summary of the conditions for this store is given in Table 2.)

A Successful Meat Market.

How does this condition compare with store "B," which during the period studied has been successful?

The neighborhood of the two stores is similar, but the competition is less severe for the successful one. Two partners operate this store, each being paid \$60 each week—\$20 more per person than in store "A." They are "live wires," alert and capable, handling their customers efficiently, and attracting them through carefully planned advertising.

In store "A" the average amount of

Table 1—Total and Classified Expenses of Doing Business in Identical Retail Meat Establishments, Chicago, Cleveland and New York.

City.	Period.	No. stores.	Total.	Avg. Expenses—Per cent of Sales.				Stock Turnover.	
				Wages all types.	Rent.	Ice and ref'n.	Other.	No. stores.	No. stock turns.
Chicago—	Average....	21	20.2	13.1	2.3	1.1	3.7	..	6.3
	Feb. 26....	21	20.8	13.2	2.3	0.8	4.5	15	6.1
	Mar. 24....	21	20.9	13.2	2.2	0.8	3.8	18	5.8
	Apr. 21....	21	19.7	12.5	2.3	1.0	3.9	18	6.5
	May 19....	21	20.2	12.9	2.3	1.4	3.6	18	6.6
	June 16....	21	20.5	13.7	2.4	1.7	2.7	18	6.5
	July 14....	21	20.5	14.6	2.6	1.4	3.6	9	5.8
	Average....	9	22.4	14.4	2.8	1.2	3.0	9	5.4
	Apr. 21....	9	21.5	14.0	2.8	1.4	3.8	9	5.9
	May 19....	9	23.5	15.3	3.0	1.8	3.4	9	6.1
Cleveland—	Average....	7	20.9	13.7	2.9	0.8	3.5	6	4.9
	Apr.	7	19.6	12.5	2.6	0.5	3.7	6	4.4
	May	7	21.2	14.1	2.9	0.8	3.4	6	5.3
	June 7....	7	21.8	14.2	3.1	1.2	3.3	6	5.3

goods sold per person during a four-week period was \$906.00; in store "B" it was \$1,569.00. Both stores while paying the same rental per month, paid widely different amounts in relation to their sales. In the store showing a loss, the average per cent of rent to sales was 2.8; in the one showing a profit, it was 0.6 per cent.

Store "B," operating at a profit, did business at 17.8 per cent; the one showing a loss had a corresponding expense of 30.7 per cent. In the first, the total wage bill made up 12.7 per cent of sales; in the second, the amount was 21.6 per cent.

The entire operating expenses in relation to sales for the store making a profit was less than that paid for wages alone by the store showing a loss.

Quick Turnover Boosts Profits.

The store making a profit turned its stock 8.5 times every four weeks; the one having a loss turned its stock but 1.7 times. In the one showing a loss, sanitation was poor and the service unsatisfactory; in the one showing a profit it was excellent and the service capable and efficient.

The store showing a loss did an average business of \$1,340 each four weeks on a floor space of 1,250 square feet; the one showing a profit did \$5,812 worth of business on 1,500 square feet. That is, the profit store did more than three times as much business as the one having a loss, paid its proprietors and cutter higher wages, and used only 20 per cent more space, and operated at an expense 40 per cent lower.

(The conditions of operation of this successful store are set out in detail in Table 3.)

Conclusions on Expenses.

These conditions represent but two establishments. Do they fit the group? Are they typical of the trade as a whole?

An analysis of 21 stores in Chicago will help to answer these questions. If the stores are divided into three groups—low cost, average cost, and high cost stores—and from personal knowledge of operating conditions, of expense distribution, of management, and of service rendered, an attempt is made to find out the main causes of success and failure, we are led to the following conclusions:

1. The stores operating at low expenses in relation to their sales are not subjected to fierce competition. Their management is efficient, salesmen selling on the average about \$2,000 in four weeks. Moreover, their locations are not expensive when measured in the terms of the sales. Ninety per cent of these stores made a profit during the periods studied.

Secrets of Success

A study of retail meat stores brought the following conclusions:

Management is the secret of success in meat retailing.

This applies alike to selection of location, sales, purchases, turnover, expense of distribution and service.

Know your cost of doing business. Don't rely on "hunches."

Keep accurate and complete records.

Compare your own methods and results with the best in the business.

Lack of competition won't help you to succeed. Intelligent competition won't hurt you, if you are intelligent, too!

2. The stores having average or near average expenses hold their positions in some cases because of low expenses, but more often because of efficient management and freedom from competition, both of which produce sales. Eighty-five per cent of them made a profit during the period under review.

3. Half of the stores having abnormally high expenses lost money during each of the four-week periods studied. Their expenses are high, not so much of themselves, but in relation to the sales secured. They have too many salespeople—too much overhead—for the size of the business done. Competition is severe, rents high and sales low. The remedy for both lies in efficient management.

Management Secret of Success.

It requires more than the absence of competition or even free competition for merchants to succeed. Management is the secret of success, and this extends to matters of location, sale, purchases, turnover, expense, distribution, and service.

Records of performance are necessary; study of costs indispensable. Some few may succeed without a knowledge of their operating costs and the nature of the competition which they have to meet. Some

may rely for a time on hunches and guesses. But only for a time; sooner or later they give way to those more enterprising—those who understand the secrets of good management—the progressive in thought and action—the man who is not too old to learn and not too "pig headed" to be taught.

No one can afford to wait for the force of competition alone to weed out the unfit and to improve the trade. The fittest tend to survive, but the process of their coming to the top is too slow. It needs to be helped, guided and spurred on by the conscious activities of a trade association.

It is better for the trade to plan and carry out a program of reform than to wait for legislators to act in response to the clamor of the public. The public does not and cannot know what is wrong with the trade. If it did know, it would not act intelligently in supplying the remedy.

The trade knows, or is in the process of knowing, where weaknesses exist. It lies within its power to remedy the conditions. The quicker it acts and the sounder the remedies which it applies, the sooner will the public suspicion and prejudice be allayed, and the trade share the benefits.

Progress from Within Trade.

Progress comes more often from development within than from force or compulsion from without. It thrives when business men are alert and seek improvement, not when they are suspicious and fear change. To crave and welcome improvement is half of the battle of securing it.

Progress means change in the light of new conditions, new standards, altered tastes and requirements. To secure it, management must be efficient. To make it impossible, it is only necessary to oppose change, to scout and ridicule new methods, to act without knowledge but with the blind faith that success will somehow come if industry alone is applied.

Industry alone rarely brings success; intelligence coupled with industry will almost always guarantee its presence.

Retailers Must Have Records.

There are two things which, in my judgment as an outsider, the members of a trade association cannot afford to be without. They are:

First, accurate and complete records of your own business operations; and

Second, standards with which you can compare your own experience.

Means for securing the first end are found in the "Bookkeeping Records for Retail Meat Dealers," now being installed

(Continued on page 50.)

THE STORY OF TWO RETAIL MEAT STORES.

Table 2—History of a Retail Meat Store Showing a Loss—Store "A"

Details.	Avg. (20 wks.)	Feb. 26- Mar. 24.	Mar. 24- Apr. 21.	Apr. 21- May 19.	May 19- June 16.	June 16- July 14.
Sales	\$1340	\$1232	\$1386	\$1338	\$1386	\$1360
Total expenses	409	486	429	378	368	385
Total expense to sales	30.7%	39.4%	31.0%	28.3%	26.5%	28.4%
Total wages to sales	21.6	27.2	24.2	19.0*	18.4*	19.1*
Meat cutter's wages	12.7	13.6	12.1	12.5	12.0	13.2
Delivery wages	8.9	13.6	12.1	6.5*	6.4*	5.9*
Proprietor's wages	2.8	3.0	2.7	2.8	2.6	2.7
Rent to sales	2.7	2.2	2.4	2.4	3.2	3.4
Refrigeration to sales	3.7	7.0	1.7	4.1	2.3	3.7
Other expense to sales	1.7	1.8	2.0	2.0	1.4	1.3

Neighborhood—Mostly working class and lower-salaried people who buy on a price basis.

Location—On car line, also one-half block from another car line forming a transfer corner. However, it is not an important corner.

Competition—Very keen. Thirteen markets within one block radius of corner (one-half block from this shop).

Sales per person—Average for the five 4-week periods, \$806. First period, \$616; second period, \$683; third period, \$892; fourth period, \$924; fifth period, \$906.

Proprietor's wage—\$160 for each period, or \$40 a week.

Purchases to Sales—Average for the five periods, 80.6%.

Management—By sole proprietor. Is very capable and of many years' experience in the meat business. Poor showing due mostly to many new markets.

Three years ago there were only 3 or 4 shops in the vicinity, now there are 13. Proprietor is not as alert to new methods of handling people, advertising, display, etc., as he might be.

Rent—Same as store "B"—\$40.

Size of Store—About 25 feet by 50 feet—1,250 square feet.

Sales—About 90% meat. Handles some canned goods. Carries about \$150 to \$200 of this stuff in stock.

Grade of Meat—Medium to fairly cheap grades.

Sanitation—Only fair.

Personal appearance of proprietor and helper not as neat as might be.

*Lower percentage of wages in May, June and July due to opening of another store in which proprietor gives one-half of his time. Old store is only charged with one-half his salary.

Table 3—History of a Retail Meat Store Showing a Profit—Store "B"

Details.	Avg. (20 wks.)	Feb. 26- Mar. 24.	Mar. 24- Apr. 21.	Apr. 21- May 19.	May 19- June 16.	June 16- July 14.
Sales	\$5812	\$6142	\$5834	\$5675	\$5817	\$5491
Total expenses	1033	1015	1007	982	1008	1085
Total expense to sales	17.8%	16.5%	18.5%	17.3%	17.3%	19.5%
Total wages to sales	12.7	12.1	12.6	12.9	12.6	13.4
Meat cutter's wages	3.7	3.6	3.8	3.7	3.6	4.0
Delivery wages	0.7	0.7	0.7	0.7	0.7	0.6
Proprietor's wages	8.3	7.8	8.1	8.5	8.3	8.8
Rent to sales	0.6	0.5	0.6	0.7	0.6	0.7
Refrigeration to sales	0.5	0.4	0.1	0.4	0.7	1.0
Other expenses to sales	4.0	3.5	5.2	3.3	3.4	4.4
Stock turnover	8.5	9.4	9.3	7.8	7.7	8.5

Neighborhood—Working class and low-salaried people. Price means much. Very similar to other store.

Location—On car line, off corner, not near transfer corner. Has mostly neighborhood trade.

Competition—Fairly keen, not nearly so much as for other store. This store is leader of stores in vicinity. It sets the pace, the others follow to great extent. However, price competition is fairly stiff.

Sales per person—Average for 4-week period, \$1,660. First period, \$1,755; second period, \$1,695; third period, \$1,621; fourth period, \$1,662; fifth period, \$1,569.

Proprietors' wages (two partners)—Each draws \$60 weekly. Total for 4 weeks, \$480.

Management—By two partners, about 35 years old, very alert and capable. Real "live wires". They keep a very close watch on all ends of business. Both partners excellent salesmen and handle customers efficiently.

Rent—The same as for the poor store—\$40.

Size of store—About 25 feet by 60 feet—1,500 square feet (about 20% larger than poorly managed store).

Sales—Practically all meat. At least 98% of total.

Grade of meats—Good.

Sanitation—Good.

Personal appearance of proprietors and men very neat.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

SUSPEND REFRIGERATION TARIFFS.

Bulletin No. 207, issued by the Perishable Freight Conservation Bureau of the American Association of Ice and Refrigeration, contains the following information concerning suspension of refrigeration tariffs:

In I. and S. No. 1842, the Commission has suspended from June 20 until October 18, the operation of schedules contained in Supplement No. 4 to R. C. Dearborn's tariff I. C. C. No. 1. The suspended schedules propose:

1. To make the stated refrigeration charges published in the tariff apply on shipments of perishable freight in refrigerator cars when ice is placed by shipper on top of the load.

2. To revise the stated refrigeration charges on fruits and vegetables when from points on the Missouri & North Arkansas Ry., Midland Valley R. R., and Jonesboro, Lake City & Eastern R. R., which would result in increases of from \$5 to \$10 per car.

3. To make the same stated refrigeration charges to Texarkana, Texas, apply to Texarkana, Ark., which would result in both increases and reductions.

4. To increase from \$4.50 to \$6 per ton of 2,000 lbs., the charges for icing and re-icing perishable freight from certain points in Arkansas on the Missouri & Northern Arkansas Ry.

5. To cancel a now applicable provision whereby the shipper may accept a car of a type other than that ordered without waiver of his right to the kind of protection service which he has specified.

REWEIGHING TARIFFS HELD UP.

New stockyard tariffs filed by the Union Stockyard & Transit Co. of Chicago, and the Union Stockyard Co. of Omaha, were suspended for 30 days from August 1 by an order signed July 31, 1923, by Acting Secretary of Agriculture C. W. Pugsley. Hearings at which all parties concerned will have an opportunity to be heard have been ordered to be held at Omaha on August 24 and at Chicago on August 27.

The new tariffs were made after the Secretary of Agriculture, on June 22, 1923, had issued orders under the Packers and Stockyards Act requiring these companies to cease and desist from violation of the law in assessing and collecting a charge for the reweighing of livestock in the stockyards, these charges having been found discriminatory.

The charge at Chicago was assessed upon all animals reweighed except livestock for shipment to country points, other markets or slaughter houses outside Chicago. At Omaha the charge was assessed upon all livestock "planted" in the pens of commission firms by traders for resale. The Secretary's orders of June 22, 1923, were effective August 1, 1923. The Acting Secretary has reason to believe that the new schedules are unjust, unreasonable and discriminatory.

The Chicago tariff which has been suspended for 30 days, proposed to assess a charge on all animals reweighed, including stockers and feeders; the Omaha tariff on all except stockers and feeders. In both cases the charge is somewhat less than in the previous schedules which became inoperative August 1. The new tariffs do not provide for any reduction in other rates paid by the patrons of the markets.

(Continued on page 37.)

VOLTZ RETURNS TO DOLD.

It is announced that George C. Voltz has returned to his old position as superintendent of the Jacob Dold Packing Company plant at Buffalo, N. Y. Mr. Voltz is one of the best-known packinghouse operating men in the country. He left the Dold company in 1919 to head a packinghouse enterprise in South Dakota, and has now returned. His



GEO. C. VOLTZ.

popularity with the Dold organization is shown by the presentation to him on his departure of a gold watch, loving cup and other testimonials, both from fellow executives and from workmen. He was received on his return with equal evidences of joy.

TRADE GLEANINGS.

The Gainesville Oil Mill, Gainesville, Texas, has been incorporated with a capital stock of \$100,000.

The Federal Refrigerating Co., Los Angeles, Cal., will construct a cold storage plant to cost approximately \$2,000,000.

The business men of Cleveland are planning to build a fertilizer plant in that city. W. J. Hargis is the prime mover in the organization.

The Atlantic Fertilizer & Chemical Co., Jacksonville, Fla., has been incorporated with a capital stock of \$100,000 by A. L. Kreiss and Sol Brash.

The American Sulphur & Fertilizer Co., Oklahoma City, Okla., has been incorporated with a capital stock of \$500,000 by J. H. Turner, J. A. Price and C. W. Jones.

The J. A. Baker Packing Co., Inc., has been incorporated at Asheville, N. C., with a capital stock of \$500,000 by John A. Baker and Dr. H. C. Bruener. The plant will be erected for the slaughtering of livestock.

Articles of incorporation for Feldsine & Co., Poughkeepsie, N. Y., have been filed. The company has established a plant on North Hamilton street for handling meat of all kinds in a wholesale way. The incorporators are John W. Feldsine, John A. Spiegel, James W. Maroney and Fred Booth, all formerly employed by Morris & Company. Mr. Feldsine was formerly manager of the Poughkeepsie branch of Morris & Company. The new company is capitalized for \$100,000.

HOW MUCH MEAT WE ARE EATING.

Some 424,000,000 pounds of beef and veal were eaten in the United States in June, 1923, or 3.1 pounds per capita, compared with 436,000 pounds or 4 pounds in June, 1922.

Of pork some 583 pounds were eaten in June, 1923, or 5.3 pounds per capita, compared with 499,000,000 pounds, or 4.6 pounds per capita, in June, 1922.

Of lamb there were 34,000,000 pounds consumed in June, 1923, or 3 pounds per capita, compared with the same figure for June, 1922.

The total meat consumed in June, 1923, amounted to 1,041,000 pounds compared with 971,000,000 pounds in June, 1922. This means that the American people consumed 9.4 pounds per capita in June, 1923, compared with 8.9 pounds in June, 1922.

There Is Money in Tankwater

Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

A simple process—boils with exhaust steam. Repairs practically negligible. Better investigate.

ESTIMATES ON REQUEST.

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PAUL I. ALDRICH, Editor and Manager.

R. A. CLEMEN, Associate Editor.

GENERAL OFFICES.

Old Colony Building, Chicago.
Telephones Wabash 0742 and 0743.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.

15 Park Row, New York.
Telephone Barclay 6770.

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Cincinnati Butchers' Supply Co., Cincinnati, O.

Getting Down to Business

Meat retailers from all over the United
States got down to business in a remark-
able way at the recent convention of the
United Master Butchers' Association of
America. This thirty-eighth convention of
the Association showed a new spirit and
determination to proceed on business lines.
This augurs well for the future.

Better knowledge of the product—meat
itself—and how to buy and sell meat,
which is one of the most important needs
of today, was brought out forcefully. Uni-
formity in the grading of meat was indi-
cated as one of the ways out of the con-
fusion that has existed.

Better merchandising, by which is meant
a more accurate method of keeping a rec-
ord of sales thereby making for greater
efficiency by quicker turnover, was also
emphasized. The need for knowing how
to analyze costs and what the proper re-
lation between the different costs in run-
ning a business should be, was also
brought home to those who attended the
convention.

Better organization and co-operation
among the different interests in the meat
industry, especially the extension of meat
retailer associations and the bringing into
the fold of the United Master Butchers
themselves of many more members, was
dwelt upon as the goal to be worked to-
wards during the next year.

The United Master Butchers have out-
lined a program of practical work that
shows a fine grasp of the fundamental
needs of the meat trade at this time. With
this knowledge and the excellent leader-
ship that has been and is directing the
efforts of the United Master Butchers
much progress can be looked for in the
near future.

Exchange Credit Information

Business in the United States could
never have developed as it has without
the use of credit. The early meat packers
soon found that they had to have funds
and get credit. Before the Civil War Chi-
cago and Cincinnati packers were aided
greatly by the credit extended by eastern
financial houses. Using large sums of
money, the packers more than many
other business men relied on credit in
those days.

But credit is something that needs care-
ful handling. It is both a science and an
art. As packers know, extending credit
wisely requires methods of learning and
estimating the safety of risks and of main-
taining a basis of equality between cred-
itors.

This problem of learning risks in ex-
tending credit was solved largely by the

foundation of the National Association of
Credit Men in 1886. That act systematized
the interchange of credit information. This
highly important fact was recently point-
ed out by J. H. Tregoe, secretary-treasurer
of the National Association of Credit Men.

But interchange of credit information
did more. It enabled the building up of
the credit powers of the nation and the
carrying on of long-distance commerce. Of
the importance of this packers are well
aware. For, with the increase in the
packing business, there came to be more
and more dependence upon credit.

Since the war every business has found
it necessary to be more careful about the
use of credit and has understood better
the good results of accurate credit infor-
mation. Some concerns learned this from
bitter experience. But business has re-
alized as never before that credit, to be
properly utilized in a great country like
this, must have the cooperation of all in-
terests in a thorough interchange of credit
information. With our credit on a sound
basis there will be less trouble from busi-
ness fluctuations from which every indus-
try has suffered much in the last few
years.

Taking a Retailer Census

Finding out how many meat retailers
there are in the United States is a tre-
mendous task. The official government
figures are approximate only. And they
include other than strictly meat retailers.

But to have accurate data on just how
many retailers there are would be a bene-
fit not only to the retailer organizations
themselves, but to all the meat industry
and to others outside of it.

It is a real service, therefore, that is
being done the trade by the United Mas-
ter Butchers of America in establishing a
statistical bureau and in beginning to com-
pile a list of the meat retailers by states
and cities. National Secretary John A.
Kotal, who is in charge of the census, has
done an important bit of pioneer work and
he will find more of a like kind as the
time goes by.

Once the ground is broken the returns
will come more quickly and there will be
brought together a body of information
that will be of great importance in the
trade. Instead of saying there are roughly
speaking some 122,000 meat retailers in
this country it will be possible to say that
there are exactly so many and in certain
states there are so many and in any par-
ticular city there are so many. In that
way any work undertaken by the retailer
organizations or the National Association
of Meat Councils will have a far wider
scope. The cause of meat will be greatly
strengthened.

PRACTICAL POINTS FOR THE TRADE

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Smoking Bacon and Hams

Methods used in smoking meats—including the preparation of either the sweet pickled or dry cured meats for the smokehouse—are of as much importance as the curing in turning out a good product.

Some months ago THE NATIONAL PROVISIONER published on this page standard directions for curing sweet pickled meats. [These directions have been reprinted in leaflet form and may be had by subscribers upon application to THE NATIONAL PROVISIONER, Old Colony building, Chicago, Ill.]

Following are soaking and smoking instructions which are prepared in careful detail and which should be of value to packers and provision manufacturers:

Soaking Instructions.

Soaking.—Carefully wash with scalding water, at the end of each day, all soaking vats and equipment used in soaking and washing S. P. meats. At all times keep equipment sweet and clean.

Mark every truck load of cured meats before soaking with the correct cured weight and age of product. Meats intended for soaking must be handled as soon as received.

When meats are in the soaking vat a card should be attached to the vat, on which is to be shown the kind and average of product, giving time water is put in, when changed, and time water is drawn off.

Meats are to be kept fully submerged while soaking.

Never soak fancy cured meats with regular cured meats.

Sweeping Dry Salt Meats.—It is understood that salt is always to be swept off the meats before putting them in the water to soak preparatory to smoking. Actual sweeping tests are made only on carload lot sales.

To Avoid Saltiness.—If bellies show salt, change the water three times, which will give the product four waters. The great trouble in soaking is that so many concerns allow the product to remain in one water, and that water becomes salty, so that the meat is absorbing salty water. By changing the water three times the fresh water will penetrate the meat and force the salt out.

Washing and Branding.—All meats, after being soaked, should be washed thoroughly in hot water which is kept at 110° during this process.

Use a stiff rice-root brush and scrub each piece of meat, removing all slime and loose fat.

Do not allow the product to remain in the hot washing water any longer than can be helped, or than is absolutely necessary.

When the product is washed, place it skin side up on the table and remove

water from a surface large enough for branding, which can be done with a scraper.

In order to prevent blurring of the brand, be sure that the ink used is of the right consistency. And be very careful to brand so that all letters or marks in the brand will show up distinctly in the skin.

Use a caustic soda solution for cleaning all trolleys, and be sure that they are kept very clean.

Hanging.—In order that the meats may not become discolored, be careful to see that all skewers and comb hangers are kept thoroughly clean. Use comb hangers for hanging bellies, and they are to be hung from the flank.

Force the two sides of the belly together on the hanger to allow for shrinkage. Irregular-shaped bellies will result from this if it is not done carefully. This is very important.

After the product has been hung on racks all loose strings, etc., are to be trimmed off with as little waste as possible.

In order to avoid the lower surface of picnics dropping down when soaking, it is necessary to skewer them. If this is not done, the result is a ragged-looking product coming out of smoke.

Sufficient space for free air circulation and smoke is to be left between each piece of product. Also see that they are hung so that one piece does not come in contact with another. If this is not done a uniformly smoked product cannot be secured.

Smoking Instructions.

Preliminary Points.—Keep smokehouse and all equipment clean. In order to prevent fire danger, remove all soot from walls by scraping.

It is generally necessary that instructions relative to each separate smokehouse be given out, in order to secure uniformly smoked product, as it is very seldom that any two smokehouses show the same results with the same method of operation. This will require careful experimenting and is a very important matter.

Hanging Meats in Smokehouse.—It is

considered a good practice to allow the meats to hang in the smokehouse a few hours before putting on the heat.

Hang the fancy cured meats at top of smokehouse, away from highest heat. (See NOTE.)

Hang light meats, when smoking mixed averages, near doorways of smokehouse, as it is of course necessary to remove them first, inasmuch as they do not require as long a time to smoke, and will have to be removed before the heavier averages.

Temperatures.—In order to secure the best color and results, all meats should be smoked at as low a temperature as possible. A dense, cool smoke is best.

Slowly heat the smokehouse to a temperature of 120° and hold for from 4 to 5 hours. At the end of this time wood sawdust is to be added to the fires, and temperature reduced to 110°, and the smokehouse should be kept at this temperature for balance of smoking period.

Leave the ventilators open for the first four or five hours, so that moisture can escape, and after this time regulate them so that a dense, cool smoke is maintained throughout the smokehouse.

Hang thermometers in the hottest part of the smokehouse on each floor and carefully watch them. Temperatures must be kept even.

Removing from Smokehouse.—Remove meats from smokehouse just as soon as smoking is completed, as product left in smokehouse and allowed to cool off there will suffer a big shrinkage. Nor should smoked meat be allowed to cool off where air circulation is rapid, as the same big shrinkage will occur.

All smoked meats should be left on racks until ready to move.

Before returning to stock all smoked meats must be carefully inspected for skippers.

Wrapping and Packing.

Smoked meats must be out of the smokehouse long enough to be thoroughly dry before being wrapped, and their temperature should be reduced to that of the smoked meat packing room. When it is known that certain smoked meats are to be shipped, wrapped in paper or canvassed, they should be wrapped as soon as the product is dry and reaches the temperature of the packing room.

The meat is to be carefully weighed before wrapping and net weight marked on outside of package as prescribed by the net weight law, wherever such law applies.

The following practice in wrapping is used by the best packers and will be of interest to all curers:

SIZE OF PAPER FOR WRAPPING USE.

	Parch- ment	Rag Ham	*Inside Glazene
Hams, 6-10 lb....	24x26	20x22	20x24
Hams, 10-18 lb....	28x32	26x28	28x32
Hams, 20-30 lb....	34x36	28x32	28x32
Bacon, under 8 lb..	24x26	20x22	20x22
Bacon, over 8 lb..	28x32	26x28	26x28
Picnics, under 8 lb.	24x26	20x22	
Picnics, over 8 lb..	28x32	26x28	

*Glazene paper to be used for fancy brands only.

Get Rid of Surplus Hams

Will you be cleaned up on your stock of S. P. Hams this fall—especially the heavy averages?

Would you like to know how to convert your heavy averages of No. 1 S. P. Skinned Hams into boiling hams and get more money for them?

Such hams, properly handled, often slice better than regular boiling hams.

Watch this page for the information.

Closely average the product before wrapping and wipe it with clean cheese cloth. Be sure to use care in wrapping, in order to secure an attractive package. One piece of rag ham paper is to be used first, and then one piece of parchment paper on the outside.

The glazene paper is used under parchment paper in order to prevent grease from penetrating and giving the package a poor appearance. Fancy brand meats for local use will not need glazene paper, but for long shipments, where product is exposed to heat, etc., it is advisable to use it.

Shipping boxes are to be filled to full capacity without crowding or forcing. Packages are to be lined with rag ham paper, then one sheet between each layer of meat, and one on top of last layer.

Fancy brand meats may be packed in 25-lb., 50-lb. and 100-lb. crates, but should not be packed in boxes or barrels.

Age Limits of Smoked Meats.

Smoked meats should be shipped within 48 hours after removal from the smokehouse.

Carrying Smoked Meats in Cooler.

Smoked meats should be wrapped in rag ham paper if carried in cooler temperature, so that the product will retain its color.

This, of course, is only if the meat has not already been wrapped.

Summer Smoking Schedule.

Following is a summer smoking schedule for S. P. and D. S. meats:

Kind of Product.	Hrs. in Smoke	Approx. Shrinkage
Reg. S. P. hams.....	22-24	6.5%
Reg. S. P. skinned hams.	24-26	5.5
S. P. bacon, 8 lb. & under	22-24	10.
S. P. bacon, over 8 lb...	24-26	9.
S. P. picnics, 8 lb. & under	15-18	7.
S. P. picnics, over 8 lbs.	18-20	7.
S. P. boneless butts.....	20-22	13.
S. P. briskets.....	12-15	10.
S. P. jowl bacon.....	12-15	9.
D. S. bellies, 20 lb. & down	20-22	6.
D. S. bellies, over 20 lbs.	22-24	5.
D. S. ribs, short clears....	.....	.....
Extra short clears.....	20-24	5.
D. S. fat backs.....	.....	.....
D. S. plates.....	12	4.5
D. S. butts.....	12	4.5
S. P. beef tongues—		
Long cut.....	12	10.
Short cut.....	6	9.
Fancy reg. hams.....	24-26	7.
Fancy skinned hams.....	26-28	6.
Fancy bellies.....	22-24	11.

[EDITOR'S NOTE.—One smokehouse expert did not agree with the statement that the highest heat was not at the top of the smokehouse. He said it was, and that as heat rises, the top of the smokehouse is the hottest place.

The writer replies that this expert must have been accustomed to a smokehouse without ventilators. He says:

The product hung in the lower houses next to the fire is subjected to higher heat temperature.

It is true that heat has a tendency to travel upwards, but it will be noted that the instructions state that the ventilators are to be opened, also dampers. This allows the heat to escape through the top of the house, and there are no heat pockets in the top of the smokehouses.

This is more important in the first five or six hours of the smoking process, where the houses are kept at a temperature of 175° F. After the product is crusty or well-dried, so as to hold the moisture within, the temperatures are then dropped to 110°, and ventilators and dampers are closed at this time.]

Why should meats in cure be overhauled, and when should it be done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

The Observer

This corner of the "Practical Points for the Trade" page belongs to THE MAN WHO SEES THINGS.

Here each week or so he will tell about something he has seen that is worth while describing for the benefit of others. Or it may be something he has done himself that he thinks somebody else would like to know about.

Perhaps it is a "Don't" something he thinks has been done wrong and should be avoided by others.

Watch this corner!

"HOW NOT TO DO IT."

On this page of THE NATIONAL PROVISIONER most of the discussion has been on "How to Do It." Recently "The Observer" said he thought it would be interesting—for a change—to devote a little space to telling "How NOT to Do It."

He began by describing some wrong methods and habits he saw in a ham cooking department. "Don'ts in Ham Cooking" he called them. He told of some of the things he saw that caused scalded hams, and hams that crumbled and fell apart when sliced, and hams that had a poor color and appearance.

Next he gave some "Don'ts for the Sausage Room." They may explain some of the causes of mouldy sausage, or gassy meats, or poor wrinkled link sausage.

In his comments last week "The Observer" gave a few "Don'ts for the cooking room and the smokehouse. He told why bellies were soft when they came out of the smokehouse, and why the color was not bright.

Next time he will tell of some of the wrong things he saw done in handling casings.

Watch for "The Observer."

Get rid of odors

How much money do you spend in a year trying to get rid of the odors in your plant?

Have you been successful?

If not, why not try the **Henderson-Haggard Chlorine Process**, which is installed under **Positive Guarantee** to eliminate odors.

It is safe, simple, cheap.

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Consulting Sanitary Expert
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Casings handled on my Sales and Service combination bring maximum profits.

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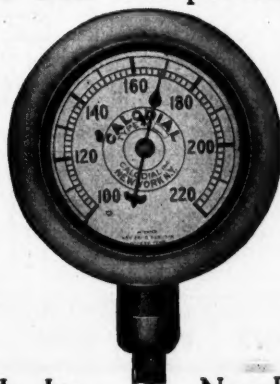


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Hog Scalders

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To Tell Temperatures



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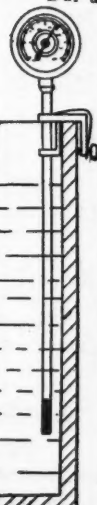
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AUSTRALIA TODAY AS SEEN BY SWIFT

What American Packer Thinks of Meat Situation

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, June 21, 1923.

One of the most interesting incidents of the month has been the visit to Australia of L. F. Swift, of Chicago, president of Swift and Company. He first arrived in Queensland and, accompanied by Mr. W. L. McCauley, general superintendent of Swift International, he toured some of the western range country, vast plains which were suffering from a prolonged dry spell.

This visit was completed without any public announcement, and Mr. Swift had departed to New South Wales before his visit was known. It was almost the same in New South Wales.

But after a hurried visit to New Zealand, on his return to Sydney, the capital of New South Wales, he gave his views on what he saw. It may be mentioned that his impressions were specially asked for by Mr. John M. Cramsie, chairman of the Australian Meat Council, which controls the municipally-built abattoirs of Sydney.

Mr. Swift found a certain amount of similarity between New South Wales and Queensland, the two principal stock states. He said:

Must Produce Better Beef.

"First, I should say, that as a whole, an unduly large proportion of third grade beef is being produced, and it is absolutely necessary to get cattle fat and market-

able at a much younger age, say three years old on an average, instead of four and mostly five years as at present. To do this the cattle must be properly fed and forced.

"You ask, 'What can we feed them on?' My reply is, the best natural feeds, and then find something, either alfalfa, maize, cottonseed meal, roots, root-tops, and so forth to top them off.

"This plan will extend the season of killing for a longer period. Cattle can be killed earlier in season, also later in season than heretofore, thus making the closed season of meat works of shorter duration. Of course, these suggestions may require irrigation of farms and considerable change in the matter of fattening livestock, but it is all possible and necessary to the development of your country, and in the end will prove most profitable, as it has done with us."

Raising Beef for Profit.

Mr. Swift called attention to the experience of cattlemen in England and America who raise baby beef and sell it for £20 per head, whereas the Australian cattleman kept his till 5 years and then sold a slightly heavier carcass for £3.

Australia is at a disadvantage in that it is subject to drought, but Mr. Swift considers that this is all the more reason why she should change her methods. He suggests that it will be necessary to cut up some of the large holdings in the districts with more certain rainfall, where artificial fodders can be raised.

"I should say that small farms with silos would double your export of butter. You ask, 'What good is dairying to beef

industry?' My answer is: 'You can sell your fat male milking Shorthorn calves and cull female calves, if fed properly, if you want to, at six months old at nearly as great a price to kill as keeping them three years longer and then accepting almost the same price, to say nothing about time, risk, and expense over the extra period.

"Remember, you cannot shear wool off the cattle every year for an income like you can the sheep, but the cattle are a decided expense instead, and should be realized on as early as possible."

Mr. Swift said that wool is dear now, but it may not always be so, and it might be well to look more to an export trade in lambs. When stock owners depart from a Merino he advised them to breed from Merino ewes crossed with the very best long-wooled rams obtainable, and to get all the lambs fit to kill as milk lambs, as New England does. The lamb trade is going to be a large and profitable one, and it is one he considers Australia should go after.

The Future of Australia.

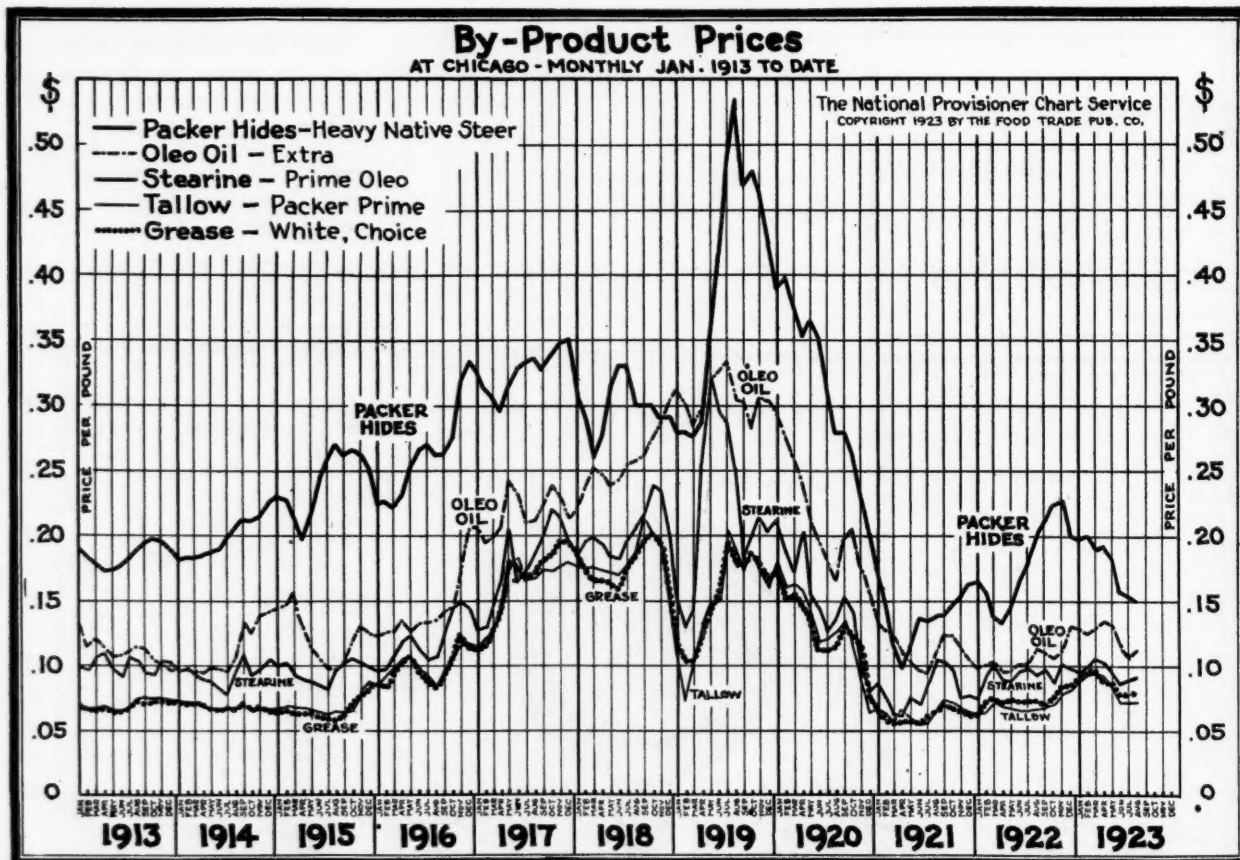
This interesting visitor's conclusions were:

"Australia has a big future, but it is not developed. Australians are keeping their light under a bushel measure, in Scriptural language. Why don't they lead the world, producing more butter, poultry, and eggs, and improve beef and mutton as mentioned?

"One reason is the country is not sufficiently settled with the proper number of good working agriculturists selected from England, Scotland, Norway, Sweden or Belgium, but they will have to be before you get there.

"Too many people in the cities, 60 per cent of six million feeding off one another, instead of getting out in the country, getting food for the cities and for export.

(Continued on page 44.)



This chart shows that the prices of hides have continued to drop while the prices of other by-products have either remained at the same level, or have gone up. Oleo oil is now higher than its low of a month ago. Stearine is also up. Grease has showed a slight advance. Tallow has not changed for a couple of months.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Advance—Buying More Confident—Some Foreign Demand—Hogs Firm—Cattle Advanced.

The past week has shown a continuation of the more confident feeling in the livestock and product markets. Cattle have been at the highest point for a long time. Hogs were at the highest point for several months and the demand for product has also been good, notwithstanding the fairly liberal receipts. The comparison of the receipts however, shows a more moderate movement than that seen a few weeks ago, but is still larger than last year.

The receipts of hogs at the six markets for the past week were 511,000, against 252,000 last year, and cattle 225,000, against 227,000. The movement of sheep has also fallen off quite decidedly. This movement of livestock while in excess of last year continues to be absorbed in a most pronounced manner.

Tremendous Domestic Consumption.

The Government report of the slaughter under Federal inspection of cattle, hogs and sheep for the month of June and for the six months this year, is extremely interesting, in that it shows the tremendous disappearance of product in the domestic trade.

The most conspicuous change of course is in the hogs. The slaughter for June was 4,302,533, against a three-year average of 3,743,500, and for six months of 27,009,496, against 21,523,036 last year, and 21,238,940 the three-year average.

The average live weight of hogs was 227.14 lbs., and dressed weight 175.53 lbs. The total product was 4,744,929,259 lbs., against 3,731,038,889 lbs. last year, and 3,678,930,988 lbs. for the three-year average. This excess in product of 1,014,000,000 lbs. has largely disappeared in the local trade.

Meat Exports for First Half Year.

Exports of lard for the six months increased 192,000,000 lbs., and meats increased 116,000,000 lbs., or a total gain of 308,000,000 lbs. So that there was an apparent absorption of 700,000,000 lbs. in the domestic trade less the change in stocks since January 1st. In addition there has been a gain in sheep and lamb product of 25,000,000 lbs., and a gain in beef of 95,000,000 lbs., and a gain in veal of 25,000,000 lbs.

Lard Price Increases with Trade.

The production of lard for the month of June was 172,489,000 lbs., compared with 154,002,000 lbs. last year, and 142,490,000 lbs. two years ago. Exports of lard during the period were 65,787,000 lbs., an increase of 7,000,000 lbs. over last year, while the stock of lard at the principal points gained 39,000,000 lbs., indicating a domestic consumption of 68,000,000 lbs. Lard prices have been very firm and have improved steadily from the low point with quite an increase in the volume of trade.

This increase in the interest in lard has been partly due to the steady domestic absorption of lard and the fairly steady export movement. Recent reports have indicated continuation of a good foreign demand, although the actual shipments for

the past week were only 7,695,000 lbs., against 19,698,000 last year, and meat 16,834,000 lbs., against 15,211,000 last year. The effect of the conditions in central Europe was shown in the very moderate exports to Germany for the week, amounting to only 2,130,000 lbs.

Lard Stocks Larger than Last Year.

The mid-month statement of Chicago lard stocks issued the middle of the week showed an increase of three million pounds for the first half of August, with the total 76,400,000 lbs. compared with 73,000,000 lbs. last year. This is the first time in a number of months when the lard stocks at Chicago have been larger than the corresponding time last year.

A somewhat bullish influence the middle of the week was a statement by a western trade authority estimating the percentage of hogs on farms to be fattened for fall marketing as follows: Ohio, 97 per cent; Illinois, 95 per cent; Indiana, 95 per cent; Missouri, 88 per cent; Iowa, 98 per cent; Minnesota, 87 per cent; North Dakota, 90 per cent; South Dakota, 102 per cent; Nebraska, 91 per cent; Kansas, 79 per cent; Oklahoma, 88 per cent. These figures do not harmonize very well with the Government prediction of larger breeding this spring and would appear to indicate that the actual results of the proposed breeding had not been as large as anticipated.

Crop Supply and Meat Eating.

A factor in connection with the general crop supply of foodstuffs next year, which may enter into the general living costs and have more or less bearing on the price of hogs and hog products, was the Government statement of proposed winter wheat acreage to be sown this fall issued this week, showing a proposed reduction of 15.5 per cent in the area, with a total crop acreage in view of 39,200,000 acres, against 46,379,000 acres last year, and a proposed rye acreage of 4,759,000 acres, against 5,234,000 acres sown last year.

This prediction seems a little early, but the Government prediction on the cotton

crop of 12.6 per cent increase in acreage was confirmed by the later Government figures showing an actual increase of 12.6 per cent. The report of spring wheat forecasted a decrease of 5.5 per cent with actual figures of 5.1 per cent decrease. The prediction on corn was for an increase of 2.6 per cent, with actual figures showing an increase of .7 per cent.

The total decrease in the food grains and leading vegetable crops this year is about 160,000,000 bu., which also may have a very important bearing on the total consumption of meat products again this coming season if there is a general condition of employment.

The apparent increase in consumption of meat products the past year over the preceding year was nearly 2,000,000,000 lbs., and with a decrease in bread grains and leading vegetables of 160,000,000 bu. a foodstuffs consumption in this country as large as last year, might mean a further increase in the meat consumption.

Chicago Mid-Month Stocks.

The Chicago mid-month stocks of provisions are as follows:

	Aug. 14, 1923.	July 31, 1923.	Aug. 14, 1922.
Pork, cont.	3,306	1,351	1,300
Lard, cont.	61,057,842	57,343,648	58,152,609
Lard, other kinds	15,281,790	18,245,111	4,713,928
Short ribs	5,329,065	5,167,018	2,395,559
Ex-short clears	494,435	585,976	925,076

PORK.—The market at New York was dull and steady with mess quoted at \$24.50@25, family nominal and short clears \$22 to \$25.50. At Chicago mess pork was quoted at \$22.

LARD.—The market was very firm, advancing on export buying and with the strength in hogs. At New York prime western was quoted at 11.75@11.85, middle western 11.55@11.65, City 11½@11¼, refined to the Continent 12½c, South American 12½c and Brazil kegs 13½c. At New York compound was quoted at 11½ to 12c in carlots and a large business the past week has been worked. At Chicago regular lard in round lots was quoted at 10c under September, loose lard 85c under September and leaf lard \$1 under September.

BEEF.—The market was quiet but firm at New York with mess quote at \$15, packet \$13.50@14, family \$16@16.50, extra India mess \$28, No. 1 canned roast beef \$2.35, No. 2 \$4.05, and sweet pickled at \$55 to \$65 per barrel.

SEE PAGE 29 FOR LATER MARKETS.

BRITISH STOCKS OF PROVISIONS.

(Special Report to The National Provisioner.)

Liverpool, England, August 1, 1923.

The stocks of provisions on hand at Liverpool on August 1st, as estimated by the Liverpool Provision Trade Association, with comparisons for last month and last year, are as follows:

	Aug. 1, 1923.	July 1, 1923.	Aug. 1, 1922.
Bacon, boxes	17,421	18,565	9,388
Hams, boxes	1,436	6,398	12,324
Shoulders, boxes	590	2,141	1,272
Lard, P. S. W., tierces	1,369	1,641	2,451
Lard, refined, tons	1,406	1,174	3,759

Imports into Liverpool for the month of July, 1923, were:

28,894 boxes bacon and shoulders,
19,626 boxes hams,
72,727 cwt. lard.

The approximate weekly consumption of Liverpool stocks is as follows:

	Bacon, boxes.	Hams, boxes.	Lard, tons.
July	7,266	5,552	764
June	7,196	4,119	754

Short Form Hog Test

Knowing what your hogs cost you alive, are you able to tell each day your cutting profit or loss per hog or per cwt.?

In a recent issue THE NATIONAL PROVISIONER printed a "short form hog test," giving the percentage yields of all cuts and offal for 200 lb., 250 lb. and 300 lb. hogs, with computations for losses, credits and expenses, so that the net profit or loss per hog or per cwt. might be figured almost at a glance.

This test, in table form, has been reprinted on heavier paper, and is available to subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. Copies will be supplied only as long as they last.

Hogs and Heat

How much profit you make from a hog depends largely upon how well you control the heat in the various processes through which Mr. Hog must go before he reaches the meat market.

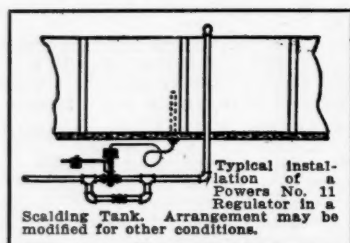
You know, well enough, how many places there are where heat control is a factor—and how often the "help" let the temperature vary—and vary enough to cut into your profits.

Just Make Up Your Mind To This One Thing—

Correct heat control can never be assured so long as you depend upon men and women to watch temperatures and turn steam valves. Only automatic mechanical regulation is dependable and accurate. A machine is on the job every minute—never forgets, never dreams, never sleeps.

Powers Automatic Thermostatic Regulators

These automatic machines control the temperature without material variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire time to productive work.



Learn how practical heat control adds to the profits in Meat Packing, without obligation to you.

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Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for June, 1923, compared to a year ago, are compiled by the U. S. Bureau of Agricultural Economics as follows:

CATTLE, CALVES, BEEF AND VEAL									
	3-year average. ¹	1922.	1923.	3-year average. ¹	1922.	1923.	1922.	1923.	1923.
Inspected slaughter:									
Cattle	673,735	724,418	728,962	3,868,492	3,900,904	4,252,633			
Calves	396,565	388,919	387,905	2,091,130	2,114,867	2,271,078			
Average live weight:									
Cattle, lbs.	966.23	982.45	955.28	1,003.74	1,005.20	996.97			
Calves, lbs.	158.66	156.42	161.85	151.34	150.09	154.99			
Average dressed weight:									
Cattle, lbs.	542.55	546.12	525.48	588.44	555.78	532.11			
Calves, lbs.	89.96	87.61	93.52	87.06	84.99	90.36			
Total dressed weight (carcass):	365,526,777	395,619,158	382,003,992	2,160,557,729	2,167,706,422	2,262,251,628			
Beef, lbs.	35,685,276	34,073,194	36,276,876	182,237,331	178,508,111	203,615,537			
Storage:									
Beginning of month—									
Fresh beef, lbs.	85,668,000	37,548,000	41,207,000	123,367,000	53,244,000	59,617,000			
Cured beef, lbs.	22,224,000	19,394,000	23,816,000	24,839,000	18,049,000	24,558,000			
End of month—									
Fresh beef, lbs.	67,804,000	31,593,000	34,383,000	109,637,000	47,093,000	50,047,000			
Cured beef, lbs.	21,722,000	19,113,000	22,854,000	24,241,000	18,516,000	24,287,000			
Exports:									
Fresh beef and veal, lbs.	4,342,079	2,127,827	2,133,068	29,443,227	1,762,380	1,935,344			
Cured beef, lbs.	2,371,601	2,546,966	2,106,883	12,490,127	13,126,382	11,101,429			
Canned beef, lbs.	2,389,038	236,766	176,033	7,176,830	1,289,967	1,049,696			
Oleo oil and stearin, ⁵ lbs.	10,668,614	13,582,651	9,144,132	62,936,063	62,306,717	57,615,917			
Tallow, lbs.	2,446,360	4,592,707	4,426,810	17,444,090	18,702,213	12,960,923			
Imports:									
Fresh beef and veal, lbs.	3,606,017	3,142,872	1,057,884	16,186,480	10,526,837	6,313,697			
Tallow, lbs.	654,523	110,390	1,838,962	1,838,962	491,855				
Receipts, cattle and calves ⁶	1,739,290	1,738,592	1,629,282	9,675,700	9,773,199	10,005,086			
Stock and feeder shipments ⁶	246,809	239,422	234,830	1,515,815	1,611,215	1,457,456			
Cattle on farms, Jan. 1.	66,113,000	65,632,000	66,352,000						
Prices per 100 pounds:									
Cattle, average cost for slaughter.	\$86.99	\$7.37	\$7.90	\$87.08	\$86.77	\$87.32			
Calves, average cost for slaughter.	\$88.28	\$8.52	\$8.24	\$88.82	\$88.44	\$88.64			
At Chicago—									
Cattle, good steers.	\$10.79	\$8.96	\$10.10	\$10.47	\$8.61	\$9.81			
Veal calves	\$10.43	\$8.80	\$9.31	\$11.09	\$8.35	\$9.59			
At eastern markets—									
Beef carcasses, good grade.	\$18.07	\$14.55	\$16.41	\$16.78	\$13.60	\$14.70			
Veal carcasses, good grade.	\$18.18	\$15.28	\$16.09	\$20.17	\$16.09	\$16.90			

HOGS, PORK, AND PORK PRODUCTS									
Inspected slaughter, hogs.	4,342,079	4,046,304	4,302,533	21,338,940	21,523,056	27,000,496			
Average live weight, lbs.	227.48	231.31	227.73	222.26	222.17	227.14			
Average dressed weight, lbs.	175.63	178.11	174.69	172.25	173.17	175.63			
Total dressed weight (carcass), lbs.	657,804,111	720,687,205	751,009,490	3,678,930,988	3,731,038,880	4,744,929,259			
Lard, per 100 pounds live weight, lbs.	16.32	16.45	17.60	16.31	16.86	17.10			
Storage:									
Beginning of month—									
Fresh pork, lbs.	155,340,000	114,571,000	210,645,000	129,982,000	57,731,000	159,972,000			
Cured pork, lbs.	643,453,000	521,085,000	698,128,000	587,932,000	457,030,000	632,790,000			
Lard, lbs.	152,699,000	123,798,000	81,530,000	105,493,000	79,321,000	66,783,000			
End of month—									
Fresh pork, lbs.	160,393,000	128,962,000	217,024,000	145,562,000	492,785,000	564,773,000			
Cured pork, lbs.	689,307,000	578,422,000	690,074,000	624,707,000	492,785,000	564,773,000			
Lard, lbs.	183,957,000	154,254,000	123,673,000	126,737,000	97,106,000	79,261,000			
Exports:									
Fresh pork, lbs.	2,752,997	2,096,065	3,093,264	20,439,596	6,581,309	23,108,832			
Cured pork, lbs.	67,133,603	52,326,003	62,367,401	390,468,065	318,569,520	417,013,921			
Canned pork, lbs.	131,677	174,667	460,025	949,404	1,463,950	1,681,132			
Sausage, lbs.	905,280	1,030,606	941,129	7,279,190	4,684,256	5,392,442			
Lard, lbs.	58,674,548	58,957,487	65,787,732	369,099,227	372,877,055	564,565,730			
Imports:									
Fresh pork, lbs.	48,626	26,924	71,208	494,165	460,342	640,026			
Receipts of hogs ⁶	3,688,119	3,776,359	4,204,101	22,550,451	21,881,010	27,711,207			
Stock and feeder shipments ⁶	44,596	57,139	62,989	872,624	346,367	405,007			
Hogs on farms, Jan. 1.	57,758,000	57,834,000	63,424,000						
Prices per 100 pounds:									
Average cost for slaughter.	\$9.16	\$10.33	\$6.83	\$9.36	\$9.81	\$7.84			
At Chicago—									
Live hogs, medium weight.	\$11.40	\$10.67	\$7.06	\$11.40	\$10.04	\$8.97			
At eastern markets:									
Fresh pork loins, 10-14 lbs.	\$21.48	\$19.14	\$14.78	\$22.50	\$19.17	\$15.14			
Shoulders, skinned.	\$16.08	\$14.66	\$10.43	\$17.00	\$14.81	\$12.04			
Picnics, 6-8 lbs.	\$15.49	\$14.78	\$8.82	\$15.71	\$14.08	\$10.40			
Butts, Boston style.	\$18.56	\$17.50	\$11.80	\$19.88	\$17.34	\$13.69			
Bacon, breakfast.	\$32.78	\$28.25	\$22.96	\$31.45	\$26.00	\$24.48			
Hams, smoked, 10-12 lbs.	\$31.98	\$30.29	\$21.88	\$29.99	\$28.85	\$21.10			
Lard, tierces.	\$15.53	\$13.17	\$12.16	\$16.20	\$12.35	\$12.55			

SHEEP, LAMB, AND MUTTON									
Inspected slaughter, sheep and lambs.	987,253	1,028,136	914,372	5,407,603	5,206,708	5,681,470			
Average live weight, lbs.	72.24	71.91	76.05	82.27	81.22	82.84			
Average dressed weight, lbs.	35.18	35.43	36.83	39.15	38.72	39.72			
Total dressed weight (carcass), lbs.	34,733,436	36,426,858	33,676,321	211,567,571	200,876,378	225,608,667			
Storage, fresh lamb and mutton:									
Beginning of month, lbs.	7,974,000	2,310,000	4,445,000	18,950,000	3,413,000	5,519,000			
End of month, lbs.	5,582,000	3,720,000	3,547,000	15,172,000	2,959,000	3,356,000			
Exports, fresh lamb and mutton, ⁴ lbs.	1,780,274	229,796	321,697	21,732,445	1,017,829	1,130,170			
Imports, fresh lamb and mutton, lbs.	1,291,298	1,736,867	74,946	12,831,591	6,924,880	3,478,142			
Receipts of sheep ⁶	1,729,790	1,700,156	1,425,889	9,585,463	9,318,847	9,099,054			
Stock and feeder shipments ⁶	108,851	190,672	116,944	932,253	828,332	860,191			
Sheep on farms, Jan. 1.	37,601,000	36,327,000	37,209,000						
Prices per 100 pounds:									
Average cost for slaughter.	\$10.28	\$11.35	\$11.14	\$10.78	\$12.37	\$12.31			
At Chicago—									
Lambs, 84 lbs. down, medium-pr.	12.59	11.90	14.02	13.74	13.11	14.00			
Sheep, medium to choice.	5.96	5.76	5.69	8.34	7.50	8.58			
At eastern markets—									
Lamb, carcasses, good grade.	26.23	24.19	27.57	26.76	26.88	24.81			
Mutton, good grade.	15.80	14.87	14.72	17.67	17.40	15.18			

¹ 1920, 1921, and 1922. ² Two-year average. ³ Average, not total. ⁴ Including re-exports. ⁵ 1922 figure is for oleo stearin only; 1923 figure includes small quantity of lard stearin, formerly segregated. ⁶ Public stockyards.

FILTER-CEL—A Celite Product

TRADE MARK REGISTERED U.S. PAT. OFFICE

For Fat and Oil Filtration

Improves clarity, secures better keeping qualities and reduces operating costs. Write for complete information given in Bulletin KK-40.

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market for tallow the past week has been quiet but very steady with reports of some sales at New York of extra delivered at 6½c with that figure still asked. As a whole the market was unchanged and except for reports that melters held light stocks there was nothing new in the situation. There was some business in outside country tallow at 6½c delivered, while the west reported a rather firm market prevailing there.

At the London auction 1,275 casks were offered, of which 359 were sold at prices unchanged from the previous week. At Liverpool, Australian tallow was unchanged for the week with choice at 41s and good mixed at 40s 6d.

At New York prime city was quoted at 6¼c nominal; special loose, 6½c nominal; extra, 6¾c, and edible, 8¼c nominal.

At Chicago edible was quoted at 7¼@8c; packers' prime, 6¾@7c; packers' No. 1, 6¼@6½c; No. 2 at 5@5½c.

STEARINE.—The market continued a small affair but was rather firmer and about ¼c higher than a week ago with reports of sales of one car of oleo at New York at 9½c and sales of a car at 10c. The market appeared to rule around the 10c level. At Chicago oleo was quoted at 9@9½c.

OLEO OIL.—The market was steady but purely nominal, with extra New York 11½c; medium, 10½c, and lower grades, 9½c. At Chicago extra was quoted at 10½@11c.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL.—A moderate trade and a firmer market following the strength in lard values was reported. At New York edible was quoted at 14¼c; extra winter, 12c; extra No. 1, 11@11½c; No. 1, 10½c, and No. 2, 10c.

NEATSFOOT OIL.—A hand to mouth trade was reported but the undertone is firm with offerings light. At New York pure oil was quoted at 13¼c; extra at 10½c; No. 1, 10c; cold pressed at 16c.

GREASES.—A continued small business in grease was the feature this week. With the strength in some of the other greases the market showed a little better tone but was difficult to quote as supplies are small, offerings limited and sales few and far between. At New York yellow and choice house was quoted at 5¼@6c; white, 8@8½c. At Chicago brown was 4¼@5¼c; yellow, 5¼@6c, and house, 5¼@5½c. At Chicago choice white was quoted at 7¼@8c.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)
Liverpool, England, August 4, 1923.

The American bacon market continues steady with only a moderate trade passing. The market continues rather sparingly supplied with fresh landed meats, and in spite of a dull consumptive demand, a general firmness is noticeable.

With the approaching holiday there has been some quietening of demand, but prices for bacon are all maintained at recent levels.

In hams, requirements are likewise smaller, but the firmness of prices is fully held on the light supplies.

Shoulders are in small supply and prices are firm.

Picnics are very scarce at the moment. Lard on spot is a quiet market.

JUNE BY-PRODUCTS YIELDS.

Estimated yield and production of animal by-products from slaughter under federal inspection are reported for June, 1923, with comparisons, by the U. S. Bureau of Agricultural Economics as follows:

Class.	Average weight—per animal—		Per cent of live weight—		Production—				Pct. June 1923, is of
	June, 1922, to June, 1923.	June, 1923.	June, 1922, to June, 1923.	June, 1923.	June, 1922, to June, 1923.	June, 1923.	June, 1922, to June, 1923.	June, 1923.	
Edible beef fat ¹	37.46	39.95	3.87	4.18	339,255	31,301	32,258	29,042	92.78
Edible beef offal.....	27.39	27.13	2.83	2.84	247,298	18,094	19,472	19,722	109.00
Cattle hides.....	65.00	64.48	6.72	6.75	586,574	44,950	47,355	46,875	104.38
Edible calf fat ¹	1.18	1.00	.08	.02	5,007	415	420	388	93.49
Edible calf offal.....	6.35	6.16	3.72	3.81	27,364	2,135	2,248	2,380	111.90
Lard ²	37.13	40.09	16.35	17.60	1,794,124	142,490	154,002	172,489	121.05
Edible hog offal.....	4.94	4.55	2.18	2.00	239,109	17,150	19,139	19,577	114.15
Pork trimmings.....	10.09	9.93	4.44	4.36	489,255	34,414	37,712	42,724	124.15
Inedible grease ²	3.06	3.33	1.35	1.46	147,809	11,370	12,463	14,327	126.01
Sheep edible fat ¹	2.41	1.87	2.08	2.00	27,436	1,943	1,953	1,496	73.91
Sheep edible offal.....	1.92	1.45	2.37	1.91	19,710	1,544	1,451	1,326	85.88

¹ Unrendered. ² Rendered.

Packinghouse By-Products Markets

Blood.

Chicago, Aug. 17, 1923.

Blood sold this week at \$3.95. There was not much trading, however, as the holders were asking \$4.00. The market is pretty well sold up at that.

Unit ammonia.

Ground.....\$3.80@3.90
Crushed and unground.....3.60@3.75

Digester Hog Tankage Materials.

There was an advance of some \$5.00 in digester and it was selling at \$55.00. There has not been much trading, and what there was has been stopped by the advance as the demand has slackened.

Unit ammonia.

Ground, 10 to 12% ammonia.....\$3.90@3.75
Unground, 10 to 11% ammonia.....3.35@3.50
Unground, 7 to 9% ammonia.....3.00@3.25

Fertilizer Tankage Materials.

The fertilizer materials market has been absolutely dead for some time. It will be so until there is more buying power.

Unit ammonia.

High grade, ground, 10-11% ammonia...\$2.80@2.90
Lower grade, ground, 6-9% ammonia...2.65@2.75
Medium to high grade, unground...2.40@2.55
Low grade and country tend., unground...2.15@2.30
Hood meal.....2.75@2.85
Liquid stick.....2.65@2.75
Grinding hoofs, pigs' toes, dry...30.00@32.00

Bone Meals.

Bone meals as for some time now have been a drug on the market.

Per ton.

Raw bone meal.....\$28.00@30.00
Steamed, ground.....20.00@22.00
Steamed, unground.....16.00@18.00

Cracklings.

Cracklings have been fairly active. The demand has improved over recent months.

Per ton.

Pork, according to grease and quality...\$55.00@65.00
Beef, according to grease and quality...40.00@50.00

Bones, Horns and Hoofs.

There has been a good demand lately for horns, and hoofs have been rather dull as the views of buyers and sellers are about \$5.00 apart.

Per ton.

No. 1 horns.....\$275.00@300.00
No. 2 horns.....225.00@250.00
No. 3 horns.....150.00@200.00
Culls.....25.00@30.00
Hoofs, black and striped, unsorted...34.00@36.00
Hoofs, white, unsorted.....45.00@55.00
Round shin bones, unsorted, heavies...55.00@95.00
Round shin bones, unsorted, lights...70.00@80.00
Flat shin bones, unsorted, heavies...65.00@70.00
Flat shin bones, unsorted, lights...55.00@60.00
Thigh bones, unsorted, heavies...85.00@95.00
Thigh bones, unsorted, lights...70.00@80.00

Glue and Gelatin Stocks.

Glue stock has been very draggy for some time as most of the glue plants are shut down. They should be opening in about 30 days.

Per ton.

Calf stock.....\$28.00@30.00
Edible pig skin strips.....65.00@70.00
Rejected manufacturing bones.....45.00@50.00
Horn pits.....23.00@25.00
Cattle jaws, skulls and knuckles...33.00@35.00
Junk and hotel kitchen bones.....23.00@25.00
Sinews, pizzles and hide trimmings...16.00@17.00

Hog Hair.

Several resale lots of coil-dried and processed, winter take-off, again appeared on the market, with bids under contract prices. Summer take-off is still a drug on the market.

Pig Skin Strips.

Continued liberal marketing of hogs, and the bearishness of buyers, continued a draggy market this week, both for tanning and gelatine purposes.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, August 15, 1923.—Recent sales of New York ground tankage were made at \$3.55 and 10c and \$3.60 and 10c. The situation changes very little from week to week. The stocks are quite small and the demand is light and the price has remained stationary for about three months.

The offerings of cracklings in this market are rather limited. The 60% grade of beef cracklings are selling at \$1.25 and the 50/55% grade \$1.10@1.15.

Bone meal is being offered at lower prices with very little interest and foreign offerings are very plentiful and the quotations for this material are below the asking prices of the domestic producers.

Other ammoniates such as nitrate of soda, sulphate of ammonia, etc., are moving very slowly.

F. C. ROGERS BROKER Provisions

Philadelphia Office:
267 North Front Street
Trenton, N. J.
Frost-Richie Building
State & Warren Streets

New York Office:
431 West 14th Street

FALSE ADVERTISING AGAINST MARGARIN

Unfair Methods Used to Discredit This Product

By Dr. J. S. Abbott, Secretary of the Institute of Margarin Manufacturers.

(Editor's Note.—A survey of the many unfair ways that were being used by other industries and interests to disparage margarin was recently made by Dr. J. S. Abbott, secretary of the Institute of Margarin Manufacturers, at its convention in Atlantic City. Not only did Dr. Abbott give many specific examples of misrepresentation, but he went on to point out the answer that could be made to all false advertising. This discussion is of such great value to the industry that THE NATIONAL PROVISIONER reprints it for the benefit of everyone interested in margarin and its progress.)

(Concluded from last week.)

In so far as tallow and stearin are concerned they are not used in any margarin that takes the place of butter. Less than one percent of these products are used in the margarin made for cooking purposes. But they are perfectly wholesome products and, according to bulletin 613 of the Dept. of Agriculture, their digestibility is 80.1%.

But when hard fats like these are mixed with soft fats as is always the case in making margarin for any purpose the digestibility of the mixture is increased. The digestibility of margarin is 97% and the digestibility of butter is 97%. These are the figures the U. S. Department of Agriculture permits the margarin industry to use in advertisements in connection with packages of margarin. Dr. Haven Emerson, some time Commissioner of Health of New York City, Sept. 24, 1917, said in a letter to the New York Times that:

"Weight for weight, and quality for quality, oleomargarine is of equal value with butter, and is as wholesome, nutritious, and palatable. Its use is extending steadily on its merits."

Vitamines.

There has been more false advertising in connection with vitamin to discredit margarin than in connection with any other phase of the margarin problem.

The false advertising in connection with the vitamine theory always relates to vitamine A, because that is the only one of importance to the butter people. That vitamine is necessary to the health, growth, reproduction and the rearing of the young of animal life. But it is present in demonstrable quantities in sixty-one common articles of food (The Vitamine Manual—Eddy). Notwithstanding this fact, the National Dairy Council has sent out bulletins broadcast in which the following false statement appears.

"Because butter contains this vital food substance, it is an indispensable food. Other food fats do not contain this vital substance."

But scientific investigators (Halliburton and Drummond, The Journal of Physiology, Sept. 1917) have shown that one type of oleomargarine is nutritively the equivalent of butter with respect to vitamine A. Other investigators (Steenbock, Journal of Biol. Chem., Sept., 1918, and Dutcher, The Journal of Industrial and Engineering Chem., Dec., 1921) have shown that milk and butter may be and often are deficient in this food accessory.

Whole colored pages of Sunday papers have been printed containing pictures of skeletons and deformed children and rats the ailments of whom were alleged to be due to the fact that they were fed on milk and butter substitutes. One of these papers (The Sunday Post-Intelligencer, Seattle, date unknown) said that Dr. E. V. McCollum of Johns Hopkins University had found that this mysterious vitamine A is butter fat.

But when the statement was shown to Dr. McCollum, he wrote me under date of Nov. 8, 1922, as follows:

"I want to thank you for your courtesy in sending me your recent letter with its enclosures. I am much annoyed by the association of my name with such an advertisement, and would greatly appreciate it if you could tell me from whence this advertisement emanated. I should like to look into the matter and express my feelings to the one who is responsible for it."

All efforts to find out who was the author of that false statement failed. It was very much like moonshine methods.

An Imaginary Experiment.

The National Dairy Council has published a bulletin designated "Butter" in which a reference is made to a so-called feeding experiment in the Jewish Orphan Asylum of Rochester, N. Y., to the effect that seven children were fed butter for a six months' period and gained weight and that the same children lost weight during the next six months' period in which oleomargarine was substituted for butter.

The facts are that there never was any such experiment. The alleged experiment was written up by Dr. Chas. E. North in a Report of The Rochester Milk Survey which he made in 1919. It was the crudest effort to slander oleomargarine that has ever been attempted. There was no data in the report upon which to base a conclusion that the loss in weight of the seven children was due to oleomargarine or to any other specific cause. Nobody knew what the children had been eating except that each child in the hospital had a pint of milk a day and some unknown quantity of butter or margarin a day.

The only possible difference that there could have been between butter and margarin if there were a difference would have been in the quantity of vitamine A. That difference would not have accounted for the difference in the weights of the children, for the pint of milk a day contains enough Vitamine A itself to promote growth.

The publication of any such an experiment is no less than criminal, especially so when it is considered in connection with the facts as disclosed by the statements of Mr. Armand Wyle, the Superintendent of the Asylum, in a letter to me dated Nov. 30, 1921, that the "experiment" was an accident, that he called it to Dr. North's attention, that he did not know what the children ate, that they were weighed with their shoes and clothing on in January and July.

Now what is the reliability of this National Dairy Council? It claims in many of its bulletins that it is an educational agency for the promotion of child welfare. The Public Health Service of the United States, in its Public Health Bulletin No. 124 contains a list of names of "National Child Welfare and Health Agencies from Whom Speakers and Exhibit Material May Be Obtained."

Strange to say, the National Dairy Council, is included in the list of names given under that heading of that bulletin. According to one of The National Dairy Council's own bulletins, it is an organization of the dairy industry, by the dairy industry, for the dairy industry."

Health Service Imposed On.

As soon as The Public Health Service found out it had been imposed upon, it wrote me the following letter:

"The Bureau is in receipt of your letter of April 12, 1923, with reference to the inclusion of the name of the National Dairy Council in the list of health and welfare agencies found on pages 30 and

31 of Public Health Bulletin No. 134, "The Campaign Against Malnutrition."

"In reply you are advised that the name of the National Dairy Council was included in the list referred to by the Advisory Committee on Foods and Nutrition of the National Child Health Council because of the literature and exhibit material which that council has issued on the subject of milk. While it is not considered that the inclusion of any agency in this list implies an endorsement by the service of everything the agency publishes, it is believed that the National Dairy Council should not have been listed in the bulletin under the heading of health and welfare agencies, as it is a commercial organization."

"The present edition of the bulletin is exhausted. In case a revised edition is issued this name will be omitted from the list in question."

What Is the Answer?

Now what is the lesson in all this propaganda against margarin?

Whatever prejudice there is and there is a plenty in the minds of the American people against your product has in the main been implanted there by this well planned and well executed propaganda to decrease the consumer demand for your product. Every means whatsoever, fair or foul, genteel or vulgar, has been employed. There are some optimists in the margarin business who do not think that such propaganda hurts your industry. But no less an authority than John Stuart Mill is credited with saying:

"The dictum that truth always triumphs over persecution, (and slander) is one of those pleasant falsehoods which men repeat after one another till they pass into commonplaces, but which all experience refutes. History teems with instances of truth put down by persecution. If not suppressed forever, it may be thrown back for centuries. It is a piece of idle sentimentality that truth, merely as truth, has any inherent power denied to error, of prevailing against the dungeon and the stake. Men are not more zealous for truth than they often are for error."

SOUTHERN MARKETS.

New Orleans.

(Special Wire to the National Provisioner.)

New Orleans, La., Aug. 16, 1923.—Crude cottonseed oil is strong and advancing, 8½ cents bid, 9 cents asked for Texas prompt shipment. Supply is insufficient for demand. Seven per cent meal is firm at \$40.25 per ton, 8 per cent \$45.00. Loose hulls \$13.50; sacked \$16.50 per ton f. o. b. New Orleans.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 15.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.70 to \$3.80 per 100 lbs.; 98% powdered caustic soda, 4¼@4½c lb.; 58% carbonate of soda, 2@2¼c lb.

Clarified palm oil in casks of 2,000 lbs., 7½c lb.; commercial yellow olive oil, \$1.10 @1.15 gal.; olive oil foots, 9@9½c lb.; East India Cochin cocoanut oil, 13c lb., duty paid; Cochin grade cocoanut oil, domestic, 10¼@11c lb.; Ceylon grade cocoanut oil, 9½@9¾c lb.

Prime summer yellow cottonseed oil, 11 @11½c lb.; soya bean oil, 9½@10½c lb.; linseed oil, \$1.02@1.05 gal.; crude corn oil, in barrels, 9½@10¼c lb.; peanut oil in barrels, New York, deodorized, 13½c lb.; peanut oil in tanks, f.o.b. mills, 11c lb.; extra tallow, 6¾c lb.; dynamite glycerine, nominal, 16@16½c lb.; saponified glycerine, nominal, 12¾c lb.; crude soap glycerine, nominal, 11@11½c lb.; chemically pure glycerine, nominal, 16½c lb.; prime packers' grease, nominal, 5¼@6c lb.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Broader—Market Recovers Sharply—Cotton Damage Factor—Cash Trade Large—Crude and Seed Strong—Technical Position Weak.

A decided increase in the volume of business in cottonseed oil futures on the New York Produce Exchange developed the past week. Under aggressive revival of outside interest, with the technical position of the market strong owing to the light remaining stocks of old oil, prices have rallied about 1 to 1½¢ from the season's low point. The new crop December, January and March have sold at new high levels for the season.

The present change in the situation set in a few weeks ago when a few shrewd operators took the constructive side of the market on the prospects of a very tight cash position developing the early part of the new season. The same thing happened at this time a year ago, and those who have followed the advance have been aided materially by unfortunately drouthy conditions in Texas and weevil and worm damage elsewhere to the new cotton crop.

Smaller Estimates Tighten Markets.

The reduction in private estimates on condition and outturn of cotton forced a large short interest to cover partly and un-

covered stop loss orders on the advance.

At the same time there was a material increase in outside buying power. This with an excellent demand for both cash oil and compound tended to tighten up the entire list and at times create a runaway market.

Perhaps the best way to place the situation before the trade is to note with emphasis the fact that the seed market, which a few weeks ago was ruling around \$25 per ton in Texas, has shot up to \$40 per ton. This is an advance of roughly 60 per cent, and owing to the difficulty in securing seed has resulted in a situation where some mills were forced to buy back sales of crude made a short while ago, when Texas promised 4,000,000 to 5,000,000 bales of cotton.

The lone star state is badly in need of a drenching rain, so much so, that unless a thorough wetting down is secured it is felt that the state will do well to make 3,500,000 bales. Such a crop in Texas would undoubtedly result in the third successive small yearly production.

Texas Oil Market Up.

With the seed situation and the crop deterioration, crude offerings dried up so

much so that August crude in Texas went to 8½¢ bid with some sales at Houston at 8¾¢, while first half September crude sold at 8½¢ and was bid all Sept. 8¢ sales and bid, while October, November and December were 7¢ bid to 7½¢ asked. Little or nothing was heard on crude oil in the southeast or the Valley.

The bulge in the market was so rapid as to induce very heavy realizing and a reduction in the other short interest which it was calculated temporarily weakened the technical position. Nevertheless the large short interest in the October position had not as yet been disturbed. The enthusiastic leaders were predicting another 1¢ a pound advance, while the bears were hoping that Texas would receive the needed moisture and check the upturn.

Compound Trade Very Good.

Compound trade the past two weeks has been exceptionally good in all sections, undoubtedly helped materially by the upturn in lard, and it is interesting to note that hogs got up to a top of \$8.70 or the best level since last April, notwithstanding a run persistently heavily in excess of a year ago. Germany and other European buyers were in the market for lard and were credited with having bought liberally and many found considerable encouragement over

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the fact that they were able to dispose of lard held in store on the other side.

The lard stocks at Chicago according to the mid-month statement totaled about 76,000,000 lbs., an increase of roughly 3,000,000 lbs. during the first half of August, and compared with 73,000,000 lbs. mid-August last year. This is the first time in quite a while that the lard stocks have totaled more than a year ago notwithstanding the enormous marketings. At the same time one must remember that the heaviest of consuming months of both lard and oil are about at hand, while it is also true to a great extent that the lard market has in the past held up much better under large stocks than prices have when supplies were low.

Expected July Disappearance.

The Government report on cottonseed and its products was expected to be issued on Saturday, August 18, and the trade is looking for a July disappearance of 185,000 to 175,000 bbls., with a few shrewd observers anticipating a larger disappearance. According to leading refining interests the August consumption will be heavier than July, no matter what total the latter may show indicating that the season's are still running true to form.

The past week has seen the South, particularly Texas, swing from the short to the long side, while the West has been a more or less constant buyer of oil in moderate quantities. Some foreign buying

of futures has been reported, while on the upturn refiners appear to be fighting the advance.

Thursday, August 9, 1923.

COTTONSEED OIL.—Market transactions:

	Sales.	Range. High. Low.	Closing. Bld. Asked.
Spot			950 a
Aug.	400	1010 1000	990 a 1000
Sept.	2900	963 953	955 a 960
Oct.	5300	923 915	921 a 923
Nov.	2000	860 857	861 a 862
Dec.	800	850 845	850 a 852
Jan.	2200	857 849	853 a 857
Feb.			855 a 865
Mar.			875 a 880

Total sales, including switches, 14,000
Prime Crude S. E. Nominal.

Friday, August 10, 1923.

No market, due to President Harding's funeral.

Saturday, August 11, 1923.

	Sales.	Range. High. Low.	Closing. Bld. Asked.
Spot			990 a
Aug.			1000 a 1010
Sept.	300	980 975	977 a 980
Oct.	3200	943 925	942 a 945
Nov.			873 a 878
Dec.	3000	862 852	860 a 862
Jan.	1300	861 860	859 a 860
Feb.			860 a 872
Mar.	300	885 885	882 a 887

Total sales, including switches, 8,100
Prime Crude S. E. Nominal.

Monday, August 13, 1923.

	Sales.	Range. High. Low.	Closing. Bld. Asked.
Spot			1025 a
Aug.	200	1025 1025	1015 a 1025
Sept.	2700	1000 987	994 a 997
Oct.	4600	960 949	952 a 955
Nov.	1500	889 887	885 a 889
Dec.	1600	875 867	871 a 875
Jan.	3000	877 865	873 a 876
Feb.			875 a 885
Mar.	300	902 900	890 a 900

Total sales, including switches, 17,500
Prime Crude S. E. Nominal.

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Tuesday, August 14, 1923.

	Sales.	Range. High. Low.	Closing. Bld. Asked.
Spot			1000 a
Aug.	1000	1035 1025	1000 a 1035
Sept.	2900	1008 995	1003 a 1005
Oct.	6000	971 948	968 a 969
Nov.	2300	905 895	903 a 905
Dec.	7400	895 870	890 a 894
Jan.	12000	895 870	893 a 894
Feb.			895 a 905
Mar.	500	909 909	910 a 919

Total sales, including switches, 34,100
Prime Crude S. E. Nominal.

Wednesday, August 15, 1923.

	Sales.	Range. High. Low.	Closing. Bld. Asked.
Spot			1035 a
Aug.			1035 a 1050
Sept.	2900	1035 1005	1035 a 1038
Oct.	8200	2002 963	997 a 998
Nov.	1800	933 900	932 a 934
Dec.	3600	922 885	919 a 921
Jan.	10200	925 885	923 a 924
Feb.			933 a 936
Mar.	1600	960 908	949 a 950

Total sales, including switches, 28,500
Prime Crude S. E. Nominal.

Thursday, August 16, 1923.

Closed steady; prime summer yellow, 10.30c bid; prime crude nominal; August, 10.30c; September, 10.35c; October, 9.97c; November, 9.33c; December, 9.20c; January, 9.23c; February, 9.25c; March, 9.44c, all bid. Sales, 16,400 bbls.

SEE PAGE 38 FOR LATER MARKETS.

COCOANUT OIL.—Limited volume of business and an unsteady tone continued to feature cocoanut oil, notwithstanding the strength in cotton oil. Demand was very limited and sales were limited with buyers' and sellers' ideas apart. At New York Ceylon type in bbls. was quoted at 9c; tanks, 7½@7¾c; Cochiti type, bbls., 9¾@10c; edible, bbls., 10½@10¾c. Coast tanks were quoted at 7½c for Manila.

SOYA BEAN OIL.—A disappointing demand with resellers still in control of the market was again the feature in this quarter and prices were barely steady. At New York crude in bbls. was quoted at 10@10¼c; blown, bbls., 14@14¼c; tanks, N. Y., 8¾@9c; tanks, coast, 8½c.

PEANUT OIL.—There was little or no interest in domestic or Oriental peanut oil. Last sales of domestic crude was at 12c f. o. b. point of production. The Government reports considerable replanting done in parts of the growing section of the south. At New York both crude and tanks were nominal and difficult to quote, while refined in bbls. was quoted at 13½@13¾c.

PALM OIL.—Owing to the action in talow the market was dull and unsettled with the trade inclined to await lower prices and developments. At New York Lagos spot was quoted at 6½@7c; shipment, 6¾@6¾c; Niger, spot, 6½@6¾c; shipment, 6½c.

CORN OIL.—The market was quiet with demand reported more or less flat, but offerings were more tightly held owing to the strength in crude cotton oil. At New York crude corn oil in bbls. was quoted at 9¾@10; tank, Chicago, 7¾c; refined, bbls., New York, 11½@12c, and cases, \$13.38.

PALM KERNEL OIL.—Supplies on the spot are reported small, but with demand quiet is having little or no effect. At New York imported was quoted at 8¾@8½c.

COTTON OIL.—Demand has been good, the market strong, owing to light stocks and unfavorable cotton crop developments. Texas August crude, 8½c bid, with offerings more limited. P. S. Y., spot, bbls., New York, quoted 10¾@11c; bleachable, tanks, New York, 9¾@9¾c nominal.

COTTONSEED OIL EXPORTS.

There were no exports of cottonseed oil from New York from August 1 to August 15, 1923, according to unofficial reports.

NOT ALL IS GRIEF.

[Written by Edward Reticker and reprinted in the market letter of the Superior Packing Co., on August 6, 1923, as the Harding funeral train approached Chicago.]

Our eyes turn West, whence comes a caravan
Of death and glory—human grief and pride;
While humble millions mourn for him who died,
Leader and brother to the common man.

Not all is grief as onward rolls the train,
Itself a symbol of the course he'd run,
Ignoring all to see the task was done,
Until the motor broke beneath the strain.

Not all is grief! From his success we learn

No goal is hopeless if we will but try—
He started life with less than you or I—
And our estate is chiefly what we earn.

Not all is grief! We know the brotherhood

Of one who drew no lines of class nor clan;

For rank and office left him still a man
Who loved his neighbors and to do them good.

Not all is grief! We sense the glory, too.
A nation, back to normal times and ways,
War's wounds repaired, now hurries to give praise

To him who led, through chaos, straight and true.

Not all is grief! We humbly thank our God,

Who sends us heroes in our hour of need,
And voice a prayer that still our chief,
He'll lead

Along the paths of honor Harding trod.
Our eyes turn West, whence comes a caravan

Of death and glory—human grief and pride;
While humble millions mourn for him who died.

Leader and brother to the common man.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Iowa to Tennessee Packing House Product Rates.—No. 9355. John Morrell & Company vs. Chicago, Burlington & Quincy Railroad Company, Director General, as Agent et. al. Upon further hearing, finding in former report, 61 I. C. C., 153, that rates charged on certain packing-house products, in carloads, from Ottumwa, Iowa, to Memphis, Tenn., prior to June 25, 1918, were not unreasonable; and that the rates charged on shipments made on and after that date were inapplicable, reversed.

Rates on Wool in Grease Too High.—No. 13318. Boston Wool Trade Association vs. Director General, as Agent. Tariffs governing the movement of wool and mohair in the grease, in sacks and in bales, in carloads, from points west of the Missouri River to Boston, Mass., construed, and shipments found overcharged. Refund directed.

Ohio to New England Meat Rates Unjust.—No. 14981, Sub. No. 1. The Cincinnati Abattoir Co., Cincinnati, O., vs. B. & O. et. al. Unjust and unreasonable rates on fresh meats, packing house products, packed and cured meats in bulk from Cincinnati to points in New England and Eastern Trunk Line territories. Asks cease and desist order, just and reasonable rates and reparation.

Cut Beef Cattle and Hog Rates in West.—No. 12975. Arizona Packing Company vs. Arizona Eastern Railroad Company, et al. 1. Interstate rates to Cactus, Ariz., on beef cattle and hogs, in carloads, from Denver, Colo., and points in Arizona, New

Mexico, and differential territory in Texas, and on hogs from Fort Worth, Tex., and from Cactus on packing-house products and fresh meats, in carload and less than carloads, to points in Arizona, New Mexico, and western Texas, and in carloads, to Los Angeles and San Diego, Calif., found unreasonable. Reasonable rates prescribed. Reparation awarded. 2. Rates on packing-house products and fresh meats, in less than carloads, from Cactus to certain destinations in California found unduly prejudicial.

Rates on Salted Sheep Pelts.—No. 12305. Armour & Company vs. Chicago, Burlington & Quincy Railroad Company, Director General, as Agent, et al. Following Swift & Co. vs. C., B. & Q. R. R. Co., 66 I. C. C., 33, rates on green salted sheep pelts, in straight carloads, and on green salted sheep pelts and green salted hides, in mixed carloads, from Denver, Colo., to Chicago, Ill., found unreasonable. Reparation awarded.

Cocoanut Oil Rates Protested.—No. 15008. The Cudahy Packing Co., Chicago, Ill., vs. Director General as agent.

Unjust and unreasonable charges on cocoanut oil from San Francisco to South Omaha, Neb. Asks reparation.

HOW HONGKONG LARD IS SHIPPED.

Empty oil cans enter prominently into the lard trade enjoyed by Hongkong. The normal lard exports of Hongkong are estimated at 5,000 tons annually, practically all of which is produced in the colony and South China. The lard is an extremely low grade product, and is not considered suitable for the American market. The Philippines absorb between 40 and 50 per cent of the annual exports and all the lard is shipped in second-hand kerosene cans containing 36 pounds net. The Straits Settlements, Mauritius, the Dutch East Indies, and Peru are the other principal customers, but their lard is packed in regular lard cans.

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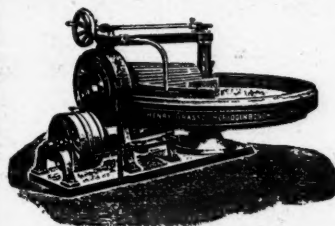
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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products advanced rather sharply the early part of the week, but the upturn was checked on profit taking and packers selling. Hogs advanced to within 15c of the season's best levels, with the movement lighter and cash trade good. Cottonseed oil and European lard demand helped the market, but the advance resulted in a lighter cash trade.

Cottonseed Oil.

Cottonseed oil continued to work upwards under southern short covering and fresh buying on unfavorable cotton crop reports; continued dry weather in Texas, with persistent, active cash demand, and notwithstanding heavy realizing.

Seed in south Georgia was quoted at \$33.00 bid with little moving. Crude cottonseed oil is tight while the trade is awaiting cotton crop developments and the Government oil report.

Quotations on cottonseed oil at Friday noon were: August, \$10.30@10.70; September, \$10.32@10.34; October, \$9.98@9.99; November, \$9.30@9.40; December, \$9.25@9.30; January, \$9.24@9.27; March, \$9.45@9.49.

Tallow.

Extra, 6½c.

Oleo Oil and Stearine.

Oleo stearine, 10c; extra oleo oil, 11½c.

FRIDAY'S GENERAL MARKETS.

New York, August 17, 1923.—Spot lard at New York, prime western, \$11.70@11.80; Middle West, \$11.50@11.60; city steam, \$11.25; refined, continent, \$12.50; South American, \$12.75; Brazil, kegs, \$11.75; compound, \$12.00.

Liverpool Provision Markets.

Liverpool, August 17, 1923.—(By Cable.)—Quotations today: Shoulders, square, 70s; shoulders, picnics, 63s; hams, long cut, 104s; hams, American cut, 109s; bacon, Cumberland cut, 91s; bacon, short backs, 71s; bacon, Wiltshire, 85s; bellies, clear, 73s; Australian tallow, 38s 6d to 40s; spot lard, 63s.

Hull Oil Market.

Hull, England, August 17, 1923.—(By Cable.)—Refined cottonseed oil, 37s 9d; crude cottonseed oil, 32s 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef of the week up to August 17, 1923, show exports from that country were as follows: To England, 53,125 quarters; to the Continent, 33,504 quarters; to other ports, none.

NEW YORK LARD EXPORTS.

Exports of lard from New York from August 1 to August 15, 1923, according to unofficial reports, were 13,615,207 lbs.; tallow, 608,000 lbs.; greases, 2,306,000 lbs.; and stearine, 14,000 lbs.

MEAT INSPECTION CHANGES.

Recent meat inspection changes are reported as follows by the U. S. Bureau of Animal Industry:

Meat Inspection Granted.—D. C. Blacker, 43 South Cruise street, Indianapolis, Ind.; *Chicago Butchers and Illinois Farmers' Packing Co. of Ottawa, Ill., West Marquet street, Ottawa, Ill.; A. Jacob E. Decker & Sons Sales Co., 208 West Front street, Texarkana, Tex.; Levin's Sinal Kasher Sausage Manufacturing Co., 1209 North Hancock street, Philadelphia, Pa.; Morrison & Schiff (Inc.), 64-66 Fulton street, Boston, Mass.

Meat Inspection Withdrawn.—Harry

Bramham, Pawtucket, R. I.; Eastern Food Products Corporation, Waltham, Mass.

Change in Name of Official Establishment.—*Beiswanger Packing Corporation, Coatesville, Pa., instead of Beiswanger Packing Co.; Liberty Provision Co. (Inc.), Trenton, N. J., instead of Liberty Provision Co.

Change in Address of Official Establishment.—Simon Lewald (Inc.), from 438 Second avenue to 131 West Fourteenth street, New York, N. Y.; National Hotel Supply Co. (Inc.), from 30 Grace avenue to 21-25 Ninth avenue, New York, N. Y. *conducts slaughtering.

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Aug. 11, 1923, with comparisons:

	Week ending Aug. 11, 1923.	Previous week, Aug. 4, 1923.	Cor. 1922.
Western dressed meats:			
Steers, carcasses	2,704	2,729	2,785
Cows, carcasses	681	1,118	398
Bulls, carcasses	197	375	82
Veal, carcasses	1,121	2,002	1,737
Lamb, carcasses	5,385	5,275	6,303
Mutton, carcasses	502	1,104	1,028
Pork, pounds	316,139	383,986	177,059
Local slaughters:			
Cattle	1,911	2,024	2,021
Calves	2,144	2,024	2,206
Hogs	16,470	18,136	14,923
Sheep	5,908	5,601	5,886

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending August 11, 1923, with comparisons:

	Week ending Aug. 11, 1923.	Previous week, Aug. 4, 1923.	Cor. 1922.
Western dressed meats:			
Steers, carcasses	2,948	3,019	2,617
Cows, carcasses	655	696	830
Bulls, carcasses	86	34	52
Veal, carcasses	1,127	935	650
Lamb, carcasses	9,209	10,113	11,687
Mutton, carcasses	32	502	272
Pork, lbs.	130,303	198,383	144,885
Local slaughters:			
Cattle	1,734	1,489	1,312
Calves	1,940	2,170	2,838
Hogs	21,882	22,806	15,296
Sheep	8,511	6,054	9,115

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Aug. 11, 1923, with comparisons:

	Week ended Aug. 11, 1923.	Week ended Aug. 4, 1923.	From Nov. 1, 1922, to Aug. 11, 1923.
United Kingdom	67	235	4,667
Continent	460	1,189	20,484
So. and Cent. Amer.	67,000	8,038,000	38,000
West Indies	153,000	61,000	15,666
B. N. A. Colonies	62,300	870	870
Other countries	290	290	290
Total	527	1,424	42,367

BACON AND HAMS, LBS.

United Kingdom	12,572,700	7,048,500	438,501,104
Continent	12,572,700	5,258,700	182,626,950
So. and Cent. Amer.	12,572,700	5,258,700	312,700
West Indies	12,572,700	5,258,700	4,023,000
B. N. A. Colonies	12,572,700	5,258,700	62,300
Other countries	12,572,700	5,258,700	707,400
Total	15,253,800	12,334,200	626,203,454

LARD, LBS.

United Kingdom	5,450,199	4,865,450	219,267,176
Continent	3,067,805	8,861,716	455,724,022
So. and Cent. Amer.	67,000	8,038,000	38,000
West Indies	153,000	61,000	15,666
B. N. A. Colonies	62,300	870	870
Other countries	290	290	290
Total	8,738,004	13,727,106	685,731,317

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York	527	7,556,800	6,558,064
Boston			150,000
Philadelphia			38,000
Baltimore			29,000
New Orleans			191,000
Montreal			1,772,000
Total, week	527	13,727,106	8,738,064
Previous week	490	18,016,000	8,300,168
Two weeks ago	1,044	16,955,100	16,087,714
Cor. week, 1922	1,424	12,334,200	13,727,106

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to Aug. 11, 1923:

	1922-1923.	1921-1922.	Increase.
Pork	8,473,400	5,053,800	3,419,600
Bacon and hams	626,203,454	406,736,917	219,556,537
Lard	685,731,317	473,099,282	212,732,035

RECEIPTS AT CENTERS.

SATURDAY, AUGUST 11, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	7,000	2,000
Kansas City	2,500	6,000	500
Omaha	1,000	5,500	1,500
St. Louis	300	5,000	1,200
St. Joseph	100	5,500	300
Sioux City	600	5,000	.....
St. Paul	400	400	900
Oklahoma City	100	1,100	.....
Fort Worth	800	400	.....
Milwaukee	100	100	.....
Denver	200	200	.....
Louisville	100	2,000	.....
Wichita	200	400	.....
Indianapolis	500	7,000	400
Pittsburgh	100	4,500	500
Cincinnati	400	1,500	1,500
Buffalo	100	3,500	100
Cleveland	200	2,000	500
Nashville	.....	1,000	.....
Toronto	200	200	.....

MONDAY, AUGUST 13, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	50,000	16,000
Kansas City	37,000	10,000	6,000
Omaha	10,000	9,000	14,000
St. Louis	13,000	13,000	2,500
St. Joseph	4,000	7,000	1,500
Sioux City	4,000	6,000	200
St. Paul	7,000	4,000	1,000
Oklahoma City	2,000	1,300	.....
Fort Worth	4,000	2,000	500
Milwaukee	200	.....	.....
Denver	1,500	1,000	3,700
Louisville	1,000	3,000	2,000
Wichita	1,500	1,500	.....
Indianapolis	1,000	5,000	400
Pittsburgh	1,200	1,500	2,500
Cincinnati	2,100	4,800	.....
Buffalo	2,000	10,000	2,000
Cleveland	1,400	5,000	1,000
Nashville	800	2,500	.....
Toronto	3,500	700	1,500

TUESDAY, AUGUST 14, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	24,000	15,000
Kansas City	20,000	11,000	5,000
Omaha	8,500	14,500	18,000
St. Louis	6,000	15,500	2,500
St. Joseph	2,200	7,000	1,500
Sioux City	2,000	11,000	200
St. Paul	2,300	5,000	800
Oklahoma City	800	1,800	.....
Fort Worth	3,200	1,500	200
Milwaukee	800	1,800	.....
Denver	200	1,200	1,000
Louisville	1,000	1,400	.....
Wichita	1,000	12,000	600
Indianapolis	100	1,000	800
Pittsburgh	400	3,500	1,700
Cincinnati	100	2,000	600
Buffalo	200	2,000	500
Cleveland	100	1,400	200
Nashville	1,500	1,400	100

WEDNESDAY, AUGUST 15, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	22,000	15,000
Kansas City	13,000	11,000	6,000
Omaha	4,500	15,000	15,000
St. Louis	5,000	14,000	2,000
St. Joseph	2,000	11,500	3,000
Sioux City	1,500	11,500	200
St. Paul	2,000	6,000	800
Oklahoma City	2,300	1,200	.....
Fort Worth	3,500	1,000	.....
Milwaukee	500	1,000	200
Denver	1,800	500	1,600
Louisville	200	1,900	1,200
Wichita	700	1,200	.....
Indianapolis	600	11,000	400
Pittsburgh	100	3,500	800
Cincinnati	600	4,200	5,300
Buffalo	200	5,500	400
Cleveland	500	3,000	700
Nashville	200	1,600	300
Toronto	800	1,400	1,100

THURSDAY, AUGUST 16, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	26,000	16,000
Kansas City	7,500	5,000	3,000
Omaha	3,000	2,500	6,500
St. Louis	3,500	9,000	1,000
Pittsburgh	2,500	6,500	2,500
St. Joseph	1,100	6,000	1,000
Sioux City	1,800	3,200	800
St. Paul	1,000	7,000	300
Indianapolis	1,000	3,000	500
Pittsburgh	100	2,000	300
Buffalo	.....	.....	.....

FRIDAY, AUGUST 17, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	26,000	9,000
Kansas City	1,500	5,000	1,500
Omaha	2,000	17,000	6,000
St. Louis	1,500	13,000	1,000
St. Joseph	5,000	11,500	3,000
Sioux City	1,100	12,000	.....
St. Paul	1,000	2,400	300
Indianapolis	600	8,000	500
Pittsburgh	.....	2,000	300
Buffalo	100	4,200	1,000

NEW YORK LIVESTOCK.

The following are the receipts for week ending Saturday, August 11, 1923:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,735	9,312	8,577	32,504
New York	1,534	2,086	17,900	58
Central Union	3,576	713	.....	4,252
Total for week	7,845	11,061	26,477	36,794
Previous week	8,143	14,454	27,620	46,062
Two weeks ago	8,937	13,194	24,195	36,140

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Ill., Aug. 16, 1923.

CATTLE: Heavy runs of western steers at other markets proved to be the principal factor in depressing inbetween grades locally 25 to 35c early in the week, but as choice offerings continued to become more scarce these kinds shared in the general price upturn and today found them selling on a par with a week ago. Steers and yearlings of value to sell above \$11.50 and \$11.00, respectively, are 15 to 25c higher with \$12.70 as a new top for matured steers and \$12.50 for best long yearlings. The western run comprised over 3,000 head, mostly from Montana, with a few from Wyoming and the Dakotas. The bulk of these turned to packers at \$7.15 to \$8.25.

Better grades of she stock sold strong to 25c higher, inbetween grades and canners and cutters around steady. Heavy beef and bologna bulls turned at steady prices but light and plain bolognas proved to be heavy movers at \$3.50 to \$4.00. The calf contingent ruled steady with last Friday's decline. The stocker and feeder division is finding a broader outlet as country conditions improve. Few stockers and feeders are here, however, that are suitable for further development.

HOGS: Somewhat lighter receipts here and around the circuit coupled with a general active call imparted a higher turn to values and peak prices at one time showed an 85c bulge from a week ago. The crest moved up to \$8.85, within 15c of the high mark established in January. Trade as a whole is inclined to be bullish and predictions of \$9.00 hogs in the near future are frequently heard. For the week gains of 50 to 70c have been scored for the most part.

SHEEP: Price upturns on all classes and grades of sheep and lambs in the face of heavier receipts both locally and at the ten principal markets featured the trade for the week. Fat lamb prices show a gain of 75c to \$1.00, with culls and feeding lambs 50 to 75c higher and aged stock generally 50c higher. Western fat lambs topped for the week at \$13.75 and a choice deck of natives, the best of the corn-belters made \$13.25. Feeding lamb demand has been in excess of the supply throughout the entire week and prices have not only followed closely those of fat lambs but in many classes bettered them.

KANSAS CITY.

(Reported by the U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Aug. 16, 1923.

CATTLE: Prices on choice to prime fed steers reached a new high point for the year during the week when best matured beefs sold at \$12.00. A new top was established also when mixed steers and heifers sold at \$11.50. Demand has been strong for the better grades of fed steers and price levels are fully 25c higher than a week ago. Fed westerns and grass fat steers have been well represented with straight grassers predominating. Fed kinds held steady, while others ruled weak to lower. All classes of she stock sold steady to higher, with demand good. Bulls were scarce with prices a shade higher. Light veal calves closed around 25 cents higher, while heavies and mediums ruled unevenly steady to lower.

HOGS: Notwithstanding larger receipts, values are 65@75 cents higher than a week previous. Prices this week have registered a daily advance and Thursday's top of \$8.85 is the highest since late in March, or \$1.85 higher than the low time in June.

SHEEP: With eastern dressed markets holding the gain scored at the week's start, local buyers have been unable to check the upward tendency of all killing classes. Both sheep and lambs show a price gain of 50@75c. Idaho lambs made the top for the week to date at \$12.95.

OMAHA.

(Special Letter to The National Provisioner.)

Omaha, Nebr., Aug. 16, 1923.

CATTLE: Further improvement in prices were recorded and good choice and prime fed steers advanced for the period 15@25 cents. Other grades of steers and the better grades of she stock ruled steady, with breaks noted on most grass she stock bulls and calves, with declines. Quoted 25@50 cents. A new top for the year was established, \$12.00 being paid on two occasions for finished heavy bullocks, while best yearlings were noted at \$11.00. The western steer delegation continued to find outlet to feeder buyers at substantial premiums over packers' bids, and two-load lot of near-beef Western Wyoming steers averaging 1,185 pounds, sold to this source at \$10.00, while the few lots of grass steers to packers sold at \$5.25@8.70. Grass cows and heifers are now quoted \$3.75@6.00.

HOGS: Hog prices have advanced steadily this week on a broad demand from both shippers and packers. Best light hogs made a top price today of \$8.10, the highest since April 5, and within 40c of the year's high mark; one load selling at \$8.50 in January. Prices are 75@90c higher than week ago.

SHEEP: Steadily advancing prices featured this week on both fat lambs and sheep, with today's level at the high point for the period. In a general way lambs are 75 cents higher, while yearlings and sheep are 25@50 cents higher. Bulk fat western lambs today cleared at \$12.75@13.00, latter price top.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

National Stock Yards, Ill., Aug. 16.

CATTLE: Circumstances incidental to the rise in values of native beef steers and light yearling steers and heifers during the current week were light supply and good demand. Compared with week ago native beef steers sold 25@40c higher—best kinds up most. Western steers ruled strong to 25 cents higher; light yearling steers and heifers and canners 25 cents higher; beef cows, 15@25c higher; bulls steady; light vealers, \$1 higher; top matured steers reached \$12.40; yearling steers, \$11.50, and mixed steers and heifers, \$10.65.

HOGS: Today's top of \$9.00 marked the crest of a general upward movement of hog prices the current week, which, at the best time today, measured 75@85c over one week ago. Market slumped badly soon after the opening and mid-session and closing tone was 25@30 cents under early, but 50 cents above one week earlier.

SHEEP: Lamb values kept pace with other live stock classes in a movement to higher levels, prices at this writing being 50 cents to \$1.00 over a week earlier. Top today was \$12.80, and owing to the wet condition of the offerings this was not the full strength of the market. Sheep are

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., August 14, 1923.

CATTLE:—Cattle receipts were liberal for two days and there was a good tone to the trade. Western steers were plentiful and quality generally good. Natives were scarce. Compared with last week's close, all classes of steers are steady. Native steers sold up to \$11.25, with other sales \$8.75@10.90. Wintered Kansas grass steers sold up to \$10.25, and straight grassers from Kansas, Oklahoma, and Texas ranged \$5.00@7.00. Yearlings, heifers and cows are strong to 25c higher for the period. Choice mixed yearlings sold up to

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, August 16, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs:	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$ 8.85 early	\$ 8.35	\$ 8.10	\$ 9.00 early	\$ 8.50
BULK OF SALES	7.15@ 8.75	7.75@ 8.25	6.65@ 8.00	8.75@ 8.90	6.25@ 8.00
Hvy. wt. (250-350 lbs.), med.-ch.	7.50@ 8.35	7.90@ 8.15	7.25@ 8.00	7.90@ 8.00	7.50@ 8.00
Med. wt. (200-250 lbs.), med.-ch.	7.80@ 8.70	8.00@ 8.35	7.60@ 8.10	8.35@ 8.90	7.75@ 8.25
Lt. wt. (160-200 lbs.), com.-ch.	7.30@ 8.70	7.65@ 8.30	7.15@ 8.00	8.25@ 8.90	8.00@ 8.50
Lt. wt. (130-160 lbs.), com.-ch.	7.20@ 7.55	7.25@ 8.10	.....	7.25@ 8.90	7.50@ 8.50
Packing hogs, smooth	6.25@ 6.80	6.25@ 6.50	6.65@ 7.00	6.25@ 6.60	6.25@ 6.75
Packing hogs, rough	6.00@ 6.25	5.85@ 6.25	6.25@ 6.65	6.00@ 6.25	6.00@ 6.25
Slighter, pigs (130 lbs. down), med.-ch.	7.00@ 8.00	.....	.....	7.00@ 8.35	5.50@ 6.25
For. and sktr. pigs (70-130 lbs.), com.-ch.	.....	5.60@ 6.50	5.00@ 6.00	5.75@ 7.50	4.00@ 6.25
Av. cost and wt. Wed. (pigs exclud.)	7.91-242 lbs.	7.86-226 lb.	7.21-266 lb.	8.45-209 lb.@
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	11.75@12.75	10.75@12.10	11.00@12.00	11.50@12.50	10.50@11.50
Good	10.50@11.75	9.50@10.75	9.50@11.00	10.50@11.50	9.25@10.50
Medium	8.60@10.50	8.10@ 9.50	8.00@ 9.50	8.00@10.50	7.75@ 9.25
Common	6.50@ 8.60	6.50@ 8.10	6.25@ 8.00	6.00@ 8.00	6.00@ 7.75
STEERS (1,100 LBS. DOWN):					
Choice and prime	11.60@12.60	10.50@11.65	10.50@11.70	11.25@12.25	10.50@11.50
Good	10.25@11.60	9.10@10.50	9.00@10.50	10.25@11.25	9.25@10.50
Medium	8.50@10.25	7.85@ 9.10	7.75@ 9.00	7.75@10.25	7.25@ 9.25
Common	5.65@ 8.50	5.50@ 7.80	5.25@ 7.75	5.00@ 7.75	5.00@ 7.25
Canner and cutter	3.25@ 5.65	3.00@ 5.25	3.00@ 5.25	2.75@ 4.75	2.50@ 4.00
LT. YRLG. STEERS AND HEIFERS:					
Good-prime (800 lbs. down)	9.25@11.65	8.75@10.90	8.50@10.75	9.25@10.75	8.25@10.75
HEIFERS:					
Good-ch. (850 lbs. up)	8.00@10.65	7.00@ 8.85	7.00@ 9.50	7.25@ 8.50	7.00@ 9.75
Com.-med. (all wts.)	4.25@ 8.00	4.25@ 7.00	4.50@ 7.00	3.25@ 7.00	4.00@ 7.00
COWS:					
Good and choice	5.85@ 9.35	5.50@ 7.60	5.50@ 8.50	5.50@ 7.75	5.00@ 7.75
Common and medium	3.40@ 5.85	3.25@ 5.50	3.50@ 5.50	3.50@ 5.25	3.00@ 5.00
Canner and cutter	2.35@ 3.40	2.00@ 3.25	2.00@ 3.50	1.75@ 3.25	2.00@ 3.00
BULLS:					
Good-ch. (beef yrlds. exclud.)	5.00@ 7.15	4.25@ 6.25	4.75@ 7.50	5.00@ 6.75	4.25@ 5.25
Can.-med. (canner and bologna)	3.40@ 4.85	2.75@ 4.25	3.00@ 4.75	2.25@ 4.50	2.50@ 4.25
CALVES:					
Med.-ch. (190 lbs. down)	8.25@12.00	6.50@ 9.50	7.00@ 9.50	7.25@11.00	6.50@10.50
Cull-com. (190 lbs. down)	4.75@ 8.25	3.00@ 6.25	3.50@ 7.00	3.00@ 6.00	4.00@ 6.50
Med.-ch. (190-260 lbs.)	7.00@11.75	5.50@ 9.25	6.00@ 8.50	5.50@ 7.50	5.25@ 9.00
Med.-ch. (260 lbs. up)	4.50@ 8.75	5.50@ 7.25	4.50@ 8.00	5.00@ 7.00	4.50@ 8.00
Cull-com. (190 lbs. up)	3.00@ 7.25	3.00@ 4.25	3.25@ 6.00	2.50@ 4.75	2.50@ 5.25
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	11.25@13.75	10.75@13.00	11.25@13.00	10.75@13.00	10.50@12.25
Lambs, cull-com. (all wts.)	8.50@11.25	7.25@10.75	7.50@11.25	7.00@10.75	7.50@10.50
Yearling wethers, med.-pr.	8.25@11.50	7.75@11.00	8.25@10.50	7.75@11.00	7.50@10.75
Wethers, med. pr. (2 yrs. old and over)	5.50@ 9.50	5.50@ 8.75	5.00@ 8.25	4.50@ 8.25	5.00@ 8.50
Ewes, common to choice	4.50@ 8.25	4.00@ 7.75	3.50@ 7.50	3.00@ 6.00	3.50@ 7.50
Ewes, canner and cull	1.00@ 4.50	1.00@ 4.00	1.00@ 3.50	1.00@ 3.00	1.00@ 3.50

\$11.00, highest of the season, and other sales ranged \$8.50@10.65.

Grass heifers ranged \$4.50@6.00 and fed kinds up to \$9.50. Choice cows reached \$7.50 and heavy heifers \$8.50. Bulk of western cows ranged \$3.00@4.25. Canners sold \$1.75@2.25 and cutters up to \$3.25. Bulls show no change in values, with most sales \$3.00@4.50. Calves held steady, best selling at \$9.50 and common kinds down to \$5.00.

There was a liberal showing of stocker and feeder cattle, which met a good demand at strong prices. Best western feeders sold at \$8.00, with most sales \$6.50@7.50. Better kinds of stockers sold \$6.00@7.00, and plain and common grades sold down to \$4.00. Feeding heifers sold \$3.50@5.00 and stock cows \$2.75@3.60.

HOGS.—Hog receipts were light for the two days and the market advanced 50@60c. Tops sold Tuesday at \$8.00 and bulk of sales ranged \$7.50@7.90. The top last Saturday was \$7.45 and bulk of sales \$7.15@7.45.

SHEEP.—Sheep receipts were very light, and were about half from the West. Compared with last week's close lambs were strong to 25c higher, and sheep are quoted steady. Western lambs sold Monday at \$12.40 and feeders \$12.25. Native lambs sold \$11.75@12.00. Heavy ewes sold \$6.00@6.50, with light kinds quoted at \$7.00 or higher. Yearlings and wethers were scarce.

LOUISVILLE.

(Special Letter to The National Provisioner.)
Louisville, Ky., Aug. 15, 1923.

CATTLE: A fairly good number of cattle arrived the first half of the week. The market was active on the desirable classes and the best killing steers and heifers found a broad outlet. However, on the medium and plainer classes, which were plentiful, it was a slow and peddling deal with prices barely steady to lower where sales could be made. Bull values held steady, tops \$4@4.50. The prime heavy steers sold steady, one load at \$8.50 and another at \$8.25 topped the week's market so far. The good quality stockers and feeders were also in excellent demand, few coming, medium and common kinds plentiful and difficult to dispose of at low prices.

CATTLE: Quotations follow: Prime heavy steers, \$8.25@9; heavy shipping steers, \$7.50@8.25; fat heifers, \$5@8.50; fat cows, \$4.50@6.50; common to good, \$2.50@4.50; canners, \$2; bulls, \$3@4.50; stockers, \$3@6.75; feeders, \$6@7.25.

HOGS: Hog values have been on the upgrade so far this week. Arrivals continue light and below the previous week. With a broad local as well as outside call, prices have shown 50@60c gain the first half of the week and the market continues strong. Top hogs, 165 lb. up, \$8.60; 120 lb. to 165 lb., \$8.00; pigs, 120 lb. down, \$6.50; throwouts, \$6.10 down.

SHEEP: Sheep and lamb arrivals were moderate the first half of the week. The market continues active with the best spring lambs at \$12.00 down. A good outlet is noted for the best stock ewes from \$8.00 to \$10.50 per head, common ewes slow sale. Lighter top lambs are slow from \$8.00 to \$8.50. The outlook is for a continued active sheep and lamb market the balance of the week.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Aug. 11, 1923, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,090	16,000	9,705
Swift & Co.	8,240	18,500	13,700
Morris & Co.	5,574	16,700	5,862
Wilson & Co.	5,464	12,200	5,700
Anglo-Amer. Prov. Co.	1,020	9,700	...
G. H. Hammond Co.	3,691	8,700	...
Libby, McNeill & Libby.	1,118	...	...
Brennan Packing Co.	6,700	hogs; Miller & Hart,	...
5,600 hogs; Independent Packing Co.	4,200	hogs;	...

Ford, Lunham & Co., 8,000 hogs; Western Packing & Provision Co., 12,000 hogs; Roberts & Oake, 5,400 hogs; others, 15,100 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,295	2,304	6,534	2,361
Cudahy Pkg. Co.	4,914	1,961	3,736	3,140
Fowler Pkg. Co.	1,077	151	...	...
Morris & Co.	4,856	3,180	3,803	2,037
Swift & Co.	5,358	4,066	8,110	4,068
Wilson & Co.	4,553	1,144	5,042	2,015
Local butchers	900	97	712	29
Total	26,662	12,909	27,937	13,650

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	3,550	16,503	4,104
Cudahy Pkg. Co.	3,865	18,130	6,363
Dold Pkg. Co.	1,279	6,582	...
Morris & Co.	2,947	8,197	1,917
Swift & Co.	4,263	13,652	5,482
M. Glassberg	20	...	...
Higgins Pkg. Co.	7	...	...
Hoffman Pkg. Co.	115	...	...
M. Vail	81	...	...
Mid-West Pkg. Co.	62	...	...
P. O'Dea	...	...	...
Omaha Pkg. Co.	50	...	...
John Roth & Sons	89	...	...
So. Omaha Pkg. Co.	31	...	...
Lincoln Pkg. Co.	307	...	...
Nagle Pkg. Co.	...	...	...
Sinclair Pkg. Co.	119	...	...
Wilson Pkg. Co.	265	...	...
J. W. Murphy	...	6,880	...
Swartz & Co.	...	1,739	...
Others	...	5,651	...
Total	17,080	77,331	17,566

ST. LOUIS.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	4,794	6,116	3,379
Swift & Co.	5,501	8,142	3,890
Morris & Co.	1,680	5,917	1,303
St. Louis Dr. Beef Co.	1,307	...	...
Independent Pkg. Co.	563	...	...
East Side Pkg. Co.	851	2,500	...
American Pkg. Co.	169	1,101	65
Hell Pkg. Co.	122	1,382	...
Krey Pkg. Co.	72	...	...
Sieloff Pkg. Co.	102	946	40
Butchers	24,190	35,590	6,581
Total	39,191	61,695	15,258

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,901	156	17,702	562
Armour & Co.	2,082	112	17,503	418
Swift & Co.	903	41	632	...
Sacks Bros. Pkg. Co.	44	33	...	...
Smith Bros. Pkg. Co.	48	27	...	...
Local butchers	106	57	...	...
Eastern packers	192	...	19,083	...
Total	5,176	426	55,520	980

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,587	1,283	14,358	6,056
Hammond Pkg. Co.	1,915	500	7,540	1,313
Morris & Co.	1,731	452	7,063	261
Others	7,533	690	10,012	853
Total	13,766	2,925	24,615	8,583

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,823	1,474	4,551	51
Wilson & Co.	3,408	759	2,575	12
Other butchers	111	4	245	...
Total	6,339	2,237	7,371	63

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,147	2,735	20,579	785
Kingan & Co.	1,472	357	18,478	1,129
Moore & Co.	...	...	3,472	...
Ind. Abat. Co.	900	59	362	212
Armour & Co.	129	30	4,033	25
Hilgemeier & Co.	3	...	311	...
Brown Bros.	161	27	...	15
Schussler Pkg. Co.	63	...	375	...
Ind. Prov. Co.	2	28	312	...
Meier Pkg. Co.	...	...	336	...
Bell Pkg. Co.	72	...	411	...
Wabritz	73	74	...	1
Riverview Pkg. Co.	8	4	194	...
Miscellaneous	822	148	252	485
Total	5,972	3,462	7,115	2,857

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,160	1,043	6,432	322
Dold Pkg. Co.	194	42	4,746	...
Local butchers	135	...	...	...
Total	1,389	1,085	11,178	322

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Pinkinton Pkg. Co.	833	2,726	4,980	177
Swift & Co. Harrison	18	...	...	...
Un. Dr. Beef Co. N. Y.	56	...	...	...
H. L. Gutz & Co.	77	...	...	...
P. C. Gross & Bros. Co.	81	22	...	51
Butchers	200	806	146	217
Traders	734	54	14	...
Total	2,020	3,685	5,202	468

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,546	2,098	9,286	1,192
Hertz & Rifkin	156	82	...	...
Katz & Horne Pkg. Co.	233	54	...	7
Swift & Co.	2,381	3,919	13,615	1,840
Total	4,316	6,663	22,901	3,045

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn Sons Co.	377	158	2,722	101
Kroger Groc. & Bak. Co.	321	101	1,396	...
C. A. Freund	80	52	187	...
Gus. Juengling	138	127	...	58
Schroth Pkg. Co.	23	...	3,088	...
H. H. Meyer Pkg. Co.	26	...	2,337	...
J. Hilberg & Son	125	17	...	91
W. G. Rehn & Son	132	57	...	...
Peoples Pkg. Co.	34	...	...	...
J. Bauer & Son	48	14	...	...
A. Sander Pkg. Co.	...	...	1,800	...
J. Vogel & Son	...	...	899	...
J. Hoffman's Sons Co.	...	...	506	...
Lohrey Pkg. Co.	...	...	174	...
Ideal Pkg. Co.	...	...	774	...
Sam Gall	...	...	600	...
J. Schlacter	...	...	161	...
Erhardt & Son	...	...	50	...
F. Blackburn	...	...	28	...
J. Stegner	...	...	40	...
Total	1,287	526	14,643	1,237

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Aug. 11, 1923, with comparisons:

	Cattle.	Week ending Aug. 11.	Previous week.
Chicago	31,197	25,540	25,540
Kansas City	26,662	25,223	25,223
Omaha	17,080	17,080	17,080
St. Louis	39,191	29,825	29,825
Sioux City	5,176	6,222	6,222
St. Joseph	13,766	11,358	11,358
Oklahoma City	6,339	7,282	7,282
Indianapolis	5,972	6,368	6,368
Milwaukee	6,339	6,339	6,339
St. Paul	4,316	6,754	6,754
Wichita	1,389	1,696	1,696
Cincinnati	1,287	1,375	1,375
	Hogs.	Week ending Aug. 11.	Previous week.
Chicago	144,500	150,500	150,500
Kansas City	27,937	29,852	29,852
Omaha	17,566	17,566	17,566
St. Louis	61,695	78,413	78,413
Sioux City	55,520	81,102	81,102
St. Joseph	24,615	42,394	42,394
Indianapolis	7,115	49,181	49,181
Milwaukee	5,202	5,468	5,468
St. Paul	22,901	16,984	16,984
Wichita	11,178	10,689	10,689
Oklahoma City	7,371	4,834	4,834
Cincinnati	14,643	13,267	13,267
	Sheep.	Week ending Aug. 11.	Previous week.
Chicago	34,801	40,379	40,379
Kansas City	13,650	19,568	19,568
Omaha	17,566	28,078	28,078
St. Louis	15,258	17,347	17,347
Sioux City	980	1,313	1,313
St. Joseph	8,583	12,792	12,792
Indianapolis	2,857	2,548	2,548
Milwaukee	3,045	2,146	2,146
St. Paul	322	503	503
Oklahoma City	63	19	19
Cincinnati	1,237	1,201	1,201

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, Aug. 11, 1923.

CATTLE.

	Week ending Aug. 11.	Previous week.	Cor. week.
Chicago	37,945	31,227	31,013
Kansas City	39,657	39,224	30,315
Omaha	16,875	16,621	14,947
East St. Louis	16,081	16,536	15,869
St. Joseph	8,533	8,053	8,415
Sioux City	5,356	6,006	4,055
Cudahy	804	1,103	904
Philadelphia	1,911	2,024	2,021
Indianapolis	1,502	1,851	2,243
Boston	1,489	1,734	1,312
New York and Jersey City	9,077	10,901	9,680
Oklahoma City	8,576	9,826	5,008
Milwaukee	(*)	1,428	1,582

HOGS.

	Week ending Aug. 11.	Previous week.	Cor. week.
Chicago	149,737	161,500	161,500
Kansas City	27,984	30,033	37,640
Omaha	52,717	69,165	34,136
East St. Louis	37,171	40,925	30,910
St. Joseph	29,147	34,234	27,387
Sioux City	30,024	36,431	18,175
Cudahy	12,780	17,072	13,577
Cedar Rapids	7,800	9,100	4,900
Ottumwa	15,434	13,541	8,365
South St. Paul	23,200	30,100	21,800
Fort Worth	3,600	3,632	3,400
Philadelphia	16,470	18,136	14,923
Indianapolis	16,536	19,705	23,545
Boston	21,882	22,806	15,296
New York and Jersey City	39,559	44,086	33,338
Oklahoma City	7,371	4,834	5,255
Milwaukee	10,400	5,066	4,086
Cincinnati	13,500	15,700	11,700

SHEEP.

	Week ending Aug. 11.	Previous week.	Cor. week.
Chicago	35,145	42,490	41,886
Kansas City	13,677	19,628	14,886
Omaha	17,989	28,553	30,728
East St. Louis	8,846	(*)	13,238
St. Joseph	7,630	10,438	7,964
Sioux City	991	1,278	1,044

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—An active market developed in packer hides with prices half a cent lower on the goods moved. Sellers are willing to duplicate these prices on additional business and also to sell inactive selections on a similar basis. About 6,000 July-August light native cows sold at 12½c, being half a cent under the asking rates. Bids on further parcels are said to be at 12c. One killer who reported refusing 12½c for 20,000 is understood to be negotiating the renewal of the bid with a view to accepting it. About 8,000 August Colorados sold at 12c, 700 butts 13c and 1,200 heavy Texas brought 13c. All these figures represent half a cent decline. The entire list is considered half a cent lower in sympathy. Tanners are reported to be passively watching developments. Natives nominally quoted 14½c; Texas and butts 13c; Colorados 12c; branded cows 10c; heavy cows 14c; lights 12@12½c; bulls 11c and 9c.

COUNTRY HIDES.—Dealers hereabouts report a little increasing demand for material, but no business passing because of the differences in ideas of buyers and sellers. Tanners are intimating a desire to take on good quality grub free extremes at 11½c and sellers are reported to be unwilling to consider such a price, their views ranging at 12@12½c. Sellers in the outside markets still manifest a moderate desire to sell and many offerings are noted without accompanying price, bids being solicited. Buyers have their ideas pegged at 9c top for outside all weight hides but do not report securing much stock. Buffs are reported available in moderate quantities in the outside markets at 9½@10c, while the local sellers demand better than 10½c for material of good description. Heavy steers in the outside markets are available as low as 10c and priced at least at 12c here. Heavy cows are quoted here at 10½@11c for good lots and extremes at 11@11½c for business with sellers asking 12@12½c for material carrying a moderate percentage of grubs. Branded country hides are quoted at 8½c flat basis nominal and country packer stock at 10@11c lately paid for descriptions, selected and delivered basis here. Bulls quoted 8½@9c for country run and country packers up to 11c asked; glue hides quoted at 7@8c.

CALFSKINS.—A limited business passed in city calfskins in split weights at prices indicating some strength. There is a very

good call for kipskins and tanners of such stock on account of their inability to obtain sufficient supplies entered the calfskin market and took the 10@15 lb. skins in substitution, paying 17½c. Two cars of such weights moved and the outlet for additional parcels is said to be broad. Outlet for the 8@10 lb. skins is small, but collectors were successful in moving a couple of cars of these 8@10 lb. stock at 15c today. The combination of the two weights makes for an average straight weight price of 16½c, which compensates them for making the division. Last sales of straight weights were at 16c, which is still quoted the market. Packer skins are in small supply and quoted 17@17½c last paid and nominal. Outside city skins sold as noted recently at 15½c for 10@15 lb. stock. Straight weights are held variously at 14@16c; deacons are in very good demand and quoted \$1.10@1.20; cities up to \$1.35. Kipskins are scarce and wanted. It is said some city lots are held at 16½c; packers last sold at that figure. Cities quoted at 15@15½c; outside varieties 13@14c nominal.

MISCELLANEOUS MARKETS.—Dry hides remain featureless with most lots sold out and last sales 16½c. Horsehides \$4.00 bid and \$4.25 asked on a choice lot of stock. Tanners talk down to \$3.50 for average goods and sellers are trying to make \$4.50 for ordinary varieties. Pelts are slow. Shearings quoted \$1.00@1.05 last paid and lambs \$1.15@1.40 for descriptions. Hogskins 15@30c; dry pelts 25@27½c as to varieties; pickled skins are quiet and quoted \$5.75@7.25.

New York.

PACKER HIDES.—A car of city slaughter spread native steers quietly moved recently, bringing 17½c, a steady level. Killers endeavored strenuously to force payment of 18c for these hides, but without success. Late salting native steers continue to be held for 14½c, including some stock of slightly earlier dating. Previous sales of June natives were at 14c. Tanners are lending the situation no support. Branded steers are featureless and quoted 12@13c last paid and nominal. Cows are quoted about 12c; bulls, 11c nominal.

SMALL PACKER HIDES.—Philadelphia big packers are talking 14½c for kosher native steers. A couple of cars of small packer steers in that section sold at 13½c.

No new business is reported in cows which lately made 11½c for seasonable take-off. Eastern small killers are fairly well booked up to August. Tanners for the moment are inclined to watch developments.

COUNTRY HIDES.—Boston tanners are slow to operate. Their views on best section extremes are not in excess of 11½c and about a dime for top quality buffs. Sellers of strictly grub free extremes in some instances have their views pegged up to 12½c, which is considered out of line by comparison with packer native cows and also the state of the later market. Penn. buffs are offered at 9½c containing a few grubs and similar extremes strictly free of grubs are held for 12c. Southern light hides from the best sections are quoted up to 11c asked while sales of average quality middle and far southern extremes containing no grubs but some ticks were effected at 10c. Southwestern extremes held 9½c, flat.

CALFSKINS.—On account of the unsettled conditions in Europe the foreign interests formerly moving skins abroad are no longer interested. There is a very good demand for the light end of the list. Three weight New York calfskins last sold at \$1.45@1.85@2.70. Penn. city skins are available at \$1.25@1.60@2.25. Untrimmed goods quoted about 15@16c for varieties. Courland Russia skins are still available at \$1.47½ for 2/5 lbs. dry stock. Kipskins remain steady with lights quoted \$3.20 and heavies \$4.25 lately. Business is reported quiet in southern kips at 11c.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Aug. 18, 1923.—Quotations on hides at Chicago for the week ending Aug. 18, 1923, with comparisons, are as follows:

PACKER HIDES.			
	Week ending Aug. 18, '23.	Week ending Aug. 4, '23.	Corresponding week, 1922.
Spread native steers.....17	@18c	17	@18c
Heavy native steers.....	@15c		@20c
Heavy Texas steers.....	@13½c	@13½c	@18½c
Heavy butt branded steers.....	@13½c	@13½c	@18½c
Heavy Colorado steers.....	@12½c	@12½c	@17½c
Ex-light Texas steers.....10½@11c		10½@11c	@16½c
Branded cows.....	@11c	@11c	@16c
Heavy native cows.....	@14½c	@14½c	@18½c
Light native cows.....13	@13½c	13	@13½c
Native bulls.....11	@11½c	11	@11½c
Branded bulls.....	@9½c	@9½c	@14c
Calfskins.....17	@17½c	17	@17½c
Kip.....16	@16½c	16	@16½c
Shunks, regular.....	@1.40	@1.40	\$1.00@1.10
Shunks, hairless.....35	@75c	35	@75c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending Aug. 18, '23.	Week ending Aug. 4, '23.	Corresponding week, 1922.
Natives, all weights.....12½@13c		12½@13c	17 @18c
Bulls, native.....10	@11c	@11c	13 @11c
Branded hides.....10	@11c	@11c	14 @11c
Calfskins.....17	@17½c	17	@17½c
Kip.....16	@16½c	16	@16½c
Shunks, regular.....	\$1.15@1.25	\$1.15@1.25	\$0.90@1.00
Shunks, hairless.....35	@70c	35	@70c

COUNTRY HIDES.

	Week ending Aug. 18, '23.	Week ending Aug. 4, '23.	Corresponding week, 1922.
Heavy steers.....11	@12c	11	@12c
Heavy cows.....9½@10½c		9½@10½c	13 @13½c
Butts.....9½@10½c		9½@10½c	13 @13½c
Extremes.....11	@12c	11½@12½c	15 @15½c
Shunks, regular.....	@75c	@75c	50 @60c
Shunks, hairless.....25	@30c	25	@30c
Horsehides.....\$3.00@4.00		\$3.00@4.00	\$4.50@5.00
Hogskins.....20	@25c	20	@25c

SHEEPSKINS.

	Week ending Aug. 18, '23.	Week ending Aug. 4, '23.	Corresponding week, 1922.
Large packers—Wool pelts out of season.			
Small packers—Wool pelts out of season.			
Packers' shear.			
Ingles.....\$1.00@1.07½		\$1.00@1.05	\$0.80@0.90
Packers' spring lamb.....\$1.15@1.40		\$1.15@1.40	\$1.35@1.55
Country pelts.....\$1.50@1.75		\$1.50@1.75	\$1.25@1.75
Dry pelts.....27	@28c	27	@28c

Stocks and Distribution of Hides and Skins

Stocks of hides and skins, and stocks and production of leather for the month of June, based on reports received by the Bureau of the Census from 4,743 manufacturers and dealers are reported by the U. S. Department of Commerce in the following table.

The total number of cattle hides held in stock on June 30, 1923, by packers and butchers, tanners, dealers and importers (or in transit to them) amounted to 6,086,120, as compared with 6,346,769 on May 31, 1923, and with 5,347,279 on June 30, 1922. The stocks of calf and kip skins amounted to 4,360,239 on June 30, 1923, as compared with 4,165,813 on May 31, 1923, and 4,473,948 on June 30 of last year. Goat and kid skins numbered 10,186,623 on June 30, 1923; 8,890,019 on May 31, 1923, and 10,799,335 on June 30, 1922. The stocks of sheep and lamb skins on June 30, 1923, amounted to 9,915,680; on May 31, 1923, to 9,193,406, and on June 30 of last year, to 10,971,445.

COMPARATIVE SUMMARY—STOCKS OF PRINCIPAL KINDS OF RAW HIDES AND SKINS.

(Detailed figures for stocks on June 30, 1923, in Table 3.)

Kind.	Stocks on hand and in transit—		Stocks disposed of during June, 1923.
	June, 1923.	May, 1923.	
Cattle—Total, hides.....	6,086,120	6,346,769	5,347,279
Domestic—packer, hides.....	3,012,839	3,088,229	2,847,412
Domestic—other than packer, hides.....	1,376,122	1,597,582	1,481,130
Foreign (not including foreign-tanned), hides.....	1,697,159	1,660,958	1,018,737
Buffalo, hides.....	179,831	172,891	138,636
Cattle and kip, skins.....	72,475	72,961	62,275
Calf and kip, skins.....	4,360,239	4,165,813	4,473,948
Horse, Colt, Ass, and Mule.....			
Hides, hides.....	127,676	154,405	139,717
Fronts, whole fronts.....	138,526	138,546	61,740
Butts, whole butts.....	448,118	523,349	224,263
Shanks.....	91,914	39,277	42,046
Goat and kid, skins.....	10,186,623	8,890,019	10,799,335
Cabretta, skins.....	1,128,280	1,153,074	878,239
Sheep and lamb, skins.....	9,915,680	9,193,406	10,971,445
Skivers and fleshers, pieces.....	1,638,028	1,503,802	1,857,983
Kangaroo and wallaby, skins.....	455,742	446,505	239,909
Deer and elk, skins.....	326,879	281,546	163,979
Pig and hog, skins.....	54,882	58,893	110,681
Pig and hog strips, pounds.....	603,908	675,920	482,790

ICE AND REFRIGERATION

ICE NOTES.

The San Paolo Ice Co. plans to erect an ice plant at Vallejo, Cal.

I. G. Owens and H. C. Forrester will establish an ice plant at Cowarts, Ala.

It is reported a new \$60,000 ice plant will shortly be erected at Fort Worth, Tex.

The City Ice Co., Enid, Okla., proposes building a 50-ton daily capacity ice plant.

The True Blue Ice Co., Evansville, Ind., has been purchased by the Squape Deal Ice Co.

The Navarro Ice Co., Navarro, Tex., will erect a \$100,000 ice plant on South 12th street.

The International Co., Miami, Fla., has been incorporated with a capital stock of \$25,000 to establish cold storage plants. Incorporators: R. P. Terry, president; Leta McGregor, secretary-treasurer.

The Tonkawa Ice Co., Tonkawa, Okla.,

is making plans for doubling the capacity of its plant.

The Manitou Fuel & Transfer Co. will build a \$75,000 ice and cold storage plant at Manitou, Colo.

The Boyle Ice Co. is about to negotiate for refrigerating equipment for its new plant at Huntingdon, Pa.

The Nickel Plate R. R. Co., Bellevue, Ohio, will build an artificial ice plant at an estimated cost of \$250,000.

The Hagan Fuel & General Supply Co., Albuquerque, N. M., will spend \$160,000 upon the erection of a cold storage plant.

It is reported that the Chamber of Commerce, Watertown, N. Y., is negotiating with a large packing concern that may result in the establishment of a cold storage plant in Watertown.

The Union Ice Co., Santa Fe tracks and Washington street, Oceanside, Cal., will soon be in operation.

The City Ice & Fuel Co., 11610 Madison avenue, will shortly commence construction of a new warehouse at Cleveland, Ohio.

E. C. Hillyer has begun construction of a cold storage warehouse near his old ice plant on West Hargett street, Raleigh, N. C.

It is reported that a number of business interests will combine in the establishment of a cold storage plant at Holland, Mich.

Liberty Ice Co. has been incorporated at Liberty, Ky., with a capital stock of \$7,500 by H. H. McAnich, F. Bekl and D. F. Montgomery.

AUSTRALIA AS SEEN BY SWIFT.

(Continued from page 30.)

"You have the best abattoirs here in Sydney in the world, and the best system of management, so that with this institution you have the means whereby to develop a most important industry, inaugurating such policies for improvement as will put your products on an equal footing with other countries."

A Five Million Dollar Plant.

When in Sydney Mr. Swift paid a visit to the local abattoir, which is now under Mr. Cramsie's control. Mr. Swift is reported to have said that he had never expected to see anything like this plant, and it was the finest he had ever seen. It cost over a million pounds sterling, or more than \$5,000,000.

Mr. Swift is also reported to have said that Australian cattle compare unfavorably with those of Argentina, and that an improvement could be made by breeding. He also advocated the dehorning of cattle to prevent bruising. It is not practised in Australia to any extent.

Australian and Argentine Rivalry.

Reference was made in a recent letter to the complaints made in Australia of the attitude of the British government, and especially the Army Council, toward

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Buffalo—Central Supply Co.; Keystone Warehouse Co.
Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.
El Paso—R. E. Huthstetner, 615 Mills Bldg.
Jacksonville—Service Warehouse Co.

Los Angeles—Mailliard & Schmiedell.
Mexico, D. F.—F. Bezaury, Jr., 7 a de Collma 225 B.
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis & Co., Inc., 638 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
San Francisco—Mailliard & Schmiedell.
Seattle—Mailliard & Schmiedell.
Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.
Toledo—Moreton Truck Co.; G. H. Weddle & Co., 1932 Canton St.
Washington—Littlefield, Alford & Co.

Australian meat. Reports from London state that the actual conditions do not wholly justify the complaints of the Australian Prime Minister, that army contracts are going to the Argentine to the exclusion of Australia.

Australians in London contend that the solution of the trouble is for the Australian companies to have representatives in London to seize the opportunities as they arise, as do other meat countries.

The most recent trouble has occurred over a contract going to the Argentine before Australian samples could reach London, so short was the time allowed. This created a great deal of dissatisfaction in the Commonwealth. Time extension was refused the Australian tenderers.

Beef Trade is Bad.

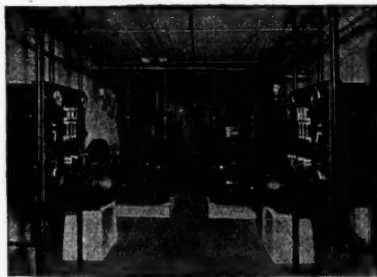
Mr. W. C. Angliss, who is in London, is reported by cable message to have suggested that firms in other countries are tendering for British army and navy requirements at below cost price to dishearten British competition. To meet this difficulty he suggests that contracts should be confined to firms within the Empire, believing that there are enough firms to cause competition and keep prices down. He complained bitterly that while Australia supplied Britain with meat at moderate prices during the war, other countries obtained high rates; and he said that something is expected now by Australia in return.

The conditions of the beef trade in Australia have not improved. Prices locally are so much higher than in London, even allowing for freight and charges, that it was reported recently that there was a possibility of re-exporting some of the meat now in London to Australia. But this has been denied.

Although the market prospects are not very encouraging, most of the meat works in Queensland are operating on beef, under the subsidy recently decided on. The number of cattle offering is small, owing to the very bad season experienced. Rain has just fallen, however, and will make some difference, though it is too late to help fattening this season.

Want Government to Buy Plant.

No definite step has yet been taken for the opening of Vestey's works at Darwin, which have been closed for some years. Negotiations have been taking place with the Federal government, with a view to getting concessions, but these have not been closed. It is said that as soon as there was talk of opening these works the unions, decided to ask for a guarantee of 33 per cent increase on the Brisbane rates for meat workers. This will not help toward the opening of the plant. The proposals made to the government provide for a bonus to the company or the purchase of the works by the government. The government does not favor either suggestion.



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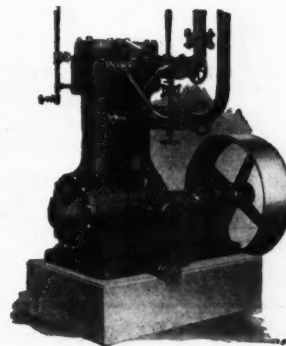
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Chicago Section

F. T. Fuller, president of the Iowa Packing Co., Des Moines, Ia., was in Chicago this week.

J. G. Cownie of the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago this week.

J. C. Gillies of the William Davies Co., Toronto, Can., was a visitor in Chicago this week.

E. S. Urwitz of the Dryfus Packing and Provision Co., Lafayette, Ind., was in Chicago this week.

T. Davis Hill, president of Corkran, Hill & Co., Baltimore, was in Chicago during the past few days.

E. F. Rath, secretary and treasurer of the Rath Packing Co., Waterloo, Ia., was in Chicago this week.

A. C. Sinclair, vice-president of T. M. Sinclair & Co., Cedar Rapids, Ia., was in Chicago for a day this week.

H. A. Kramer of Rushville, Ind., one of the best known small packers of the state, was in Chicago during the week.

F. G. Duffield, vice-president of Jacob E. Decker & Sons, Mason City, Iowa, was a visitor in Chicago during the past week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 35,226 cattle, 8,239 calves, 75,829 hogs and 38,466 sheep.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, August 11, 1923, for shipment sold out, ranged from 7.00 to 18.00 cents per pound, averaged 13.63 cents per pound.

George J. Thomas, of the Grande Huilerie Bourdelaise, Bordeaux, France, the well known manufacturers of peanut oil, is in Chicago making arrangements with John W. Hall who will represent them in the United States.

Dr. J. S. Abbott, secretary of the Institute of Margarin Manufacturers, spent a day in Chicago this week on his way to attend the annual convention of the National Association of Dairy and Food Officials at Duluth, Minn.

In its last issue THE NATIONAL PROVISIONER announced the appointment of John P. Harris of Kansas City as director of the Bureau of Practical Research of the Institute of American Meat Packers. Mr. Harris is a well-known and popular



JOHN P. HARRIS

packinghouse expert of many years' standing. His work will be under the direction of the Department of Association Management of the Institute, of which Vice-president C. B. Heinemann is in charge. It is hoped that it will be of great practical value to members of the Institute.

A. C. Schueren, consulting sales and advertising specialist, has been elected vice-president and general manager of the Vaughan Company, manufacturers of the Vaughan electric bone and meat cutter,

Chicago. He will continue his consulting work with other companies.

Provision shipments from Chicago for the week ending August 11, 1923, with comparisons, were as follows:

	This week.	Prev. week.	Last year.
Cured meats, lbs.	15,586,000	16,069,000	13,984,000
Lard, lbs.	10,889,000	12,802,000	10,282,000
Fresh meats, lbs.	21,914,000	14,085,000	22,739,000
Pork, bbls.	2,000	2,000	5,000
Canned meats, boxes.	14,000	10,000	21,000

Maurice Van Gelder of Hamburg, Germany, member of the firm of G. Van Gelder & Co. of Amsterdam, Holland, the oldest casings house in Europe, left Chicago this week after a visit of several weeks. He sails from New York during the latter part of the month. During his stay here Mr. Van Gelder concluded arrangements with T. E. Hanley & Sons of Chicago to represent the Van Gelder house throughout the entire United States.

CHICAGO MID-MONTH PROVISIONS.

The semi-monthly statement of stocks of mess pork, P. S. lard, D. S. short ribs and D. S. extra short clears in Chicago at the close of business August 14, 1923, as reported to the Board of Trade, follows:

	Aug. 14, 1923.	July 31, 1923.	Aug. 14, 1922.
M. pork, new, made since Oct. 1, 1922, bbls.	3,306	1,351	1,290
M. pork, made Oct. 1, 1921, to Oct. 1, 1922, bbls.			
Other kinds of barreled pork, bbls.		26,119	
P. S. lard, made since Oct. 1, 1923, lbs.	61,157,842	57,343,648	68,142,609
P. S. lard, made Oct. 1, 1921, to Oct. 1, 1922, lbs.			
P. S. lard, made previous to Oct. 1, 1921, lbs.			
Other kinds of lard, lbs.	15,261,790	16,205,111	4,713,923
Short rib sides, made since Oct. 1, 1922, lbs.	5,320,065	5,167,018	2,395,559
Sh. P. sides, made previous to Oct. 1, 1922, lbs.			
Sh. R. sides, made previous to Oct. 1, 1921, lbs.			
Ex. sh. cl. sides, made since Oct. 1, 1922, lbs.	494,483	583,976	925,076
Ex. sh. cl. sides, made previous to Oct. 1, 1922, lbs.			

C. W. Riley, Jr.
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Engineers & Architects
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Consultation on Power and Operating Costs,
Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher Efficiency.
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ABATTOIR PACKING AND COLD STORAGE PLANTS
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CONSTRUCTION

Fred J. Anders Chas. H. Reimers
Anders & Reimers
ARCHITECTS
ENGINEERS
314 Erie Bldg. Cleveland, O. Packing House
Specialists

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Counselor At Law
15 Park Row New York

George F. Pine Walter L. Munnecke
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CONSTRUCTION; CORK INSULATION &
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San Antonio, Texas
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Packing Houses
30 Years Experience

Jon. Himmelsbach, M. E. Otto S. Schlich, C. E.
HIMMELSBACH & SCHLICH
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs,
Ice Making and Refrigerating Plants, Lard
and Fat Rendering Plants, Oil Refineries
136 Liberty Street NEW YORK

Building or Remodeling?

Consult
D. I. Davis & Associates

327 So. La Salle Street, Chicago, Ill.

30 years real experience building and operating
Domestic and Foreign

HARDING SYSTEMS GOING WELL.

In addition to the eight plants being installed here in the United States at the present time, several of which are now in operation, the Cincinnati Butchers' Supply Co. reports that they have made their first export shipment of a complete rendering plant to J. C. Landy, Callan, Ireland.

In addition to these the following orders have all been booked within the last two weeks:

One complete outfit for handling lard, also a complete outfit for inedible products, to be installed at the new Blayne-Murphy plant, Denver, Colo.

A complete installation for inedible products for John Morrell & Co., Ottumwa, Iowa.

Complete installation for The Wm. Schludenberg-T. J. Kurdle Co., Baltimore, Md.

Complete system for United Home Dressed Meat Co., Altoona, Pa.

The most recent installation, just placed in operation, is the Kroger Grocery & Baking Co. outfit at Cincinnati, which was installed and put in operation under the supervision of the Cincinnati Butchers' Supply Co.'s operating engineer, Mr. R. T. Hedfield. The best results have been reported from the first batch on through, and this system is handling everything from catchbasin skimmings to shin bones and skulls.

MEAT STOCKS IN NEW ZEALAND.

The following table gives the amount of frozen meat on hand in New Zealand April 30, 1923, expressed in 60-pound freight carcasses:

	North Island.	South Island.	Total.
Beef	335,697	4,523	340,220
Wether mutton	287,301	41,103	328,404
Ewe mutton	136,301	81,631	217,932
Lamb	212,317	389,430	601,747
Pork	10,430	148	10,578
Sundries	59,242	11,583	70,825

Total 1,041,288 528,418 1,569,706

The amount of meat held in store at the above date is less than the amount waiting shipment on the date last year by 710,568 carcasses. Killings during the 1922-23 period were 4,692,922 freight carcasses. Shipments for the same period have been: Beef, 283,214 quarters; mutton, 880,225 carcasses; lamb, 2,463,835, according to a report of Vice-Consul in Charge John E. Moran, Wellington, New Zealand, to the Department of Commerce.

CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 6.....	19,968	2,754	56,792	16,057
Tuesday, Aug. 7.....	9,307	2,349	21,114	11,854
Wednesday, Aug. 8.....	10,249	2,176	24,464	12,852
Thursday, Aug. 9.....	11,508	3,802	33,626	10,521
Friday, Aug. 10.....	4,286	1,562	35,158	5,540
Saturday, Aug. 11.....	1,049	396	7,867	689

Total for week.....	56,367	13,039	179,024	55,493
Previous week.....	54,035	12,895	192,742	64,600
Year ago.....	56,930	10,808	111,073	70,469
Two years ago.....	47,775	11,545	122,201	77,632

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 6.....	6,151	80	10,489	2,778
Tuesday, Aug. 7.....	2,839	.....	5,555	3,762
Wednesday, Aug. 8.....	4,280	.....	7,772	4,746
Thursday, Aug. 9.....	3,280	4	7,175	3,943
Friday, Aug. 10.....	1,545	34	7,623	4,460
Saturday, Aug. 11.....	327	.....	2,853	659

Total for week.....	18,422	107	41,467	20,348
Previous week.....	22,227	816	53,003	22,101
Year ago.....	16,582	608	22,963	24,007
Two years ago.....	16,831	607	38,860	10,567

	Year 1923.	Year 1922.
Cattle.....	1,802,206	1,774,905
Calves.....	497,695	509,930
Hogs.....	6,294,801	4,955,640
Sheep.....	2,135,649	2,211,175

	Year to date.
Week ending Aug. 11.....	582,000
Previous week.....	692,000
Corresponding week, 1922.....	456,000
Corresponding week, 1921.....	393,000
Corresponding week, 1920.....	404,000

	Year to date.
Average, 1908 to 1922.....	357,000
Combined receipts at seven markets for the week ending Aug. 11, 1923, with comparisons:	17,244,000
Week ending Aug. 11.....	570,000
Previous week.....	570,000
1922.....	570,000
1921.....	570,000
1920.....	570,000

	Year to date.
Average, 1914-1922.....	194,000
Combined receipts at seven markets for 1923 to Aug. 11 and the corresponding period for previous years:	242,000
1923.....	5,875,000
1922.....	5,529,000
1921.....	5,023,000
1920.....	5,597,000

	Average
Number received.....	178,290
Weight.....	192,742
1922.....	111,073
1921.....	122,201
1920.....	106,308
1919.....	101,475
1918.....	112,449
1917.....	66,439
1916.....	136,983
1915.....	92,317
1914.....	91,801
1913.....	105,519

	Average
Week ending Aug. 11.....	245
1922.....	240
1921.....	254
1920.....	245
1919.....	248
1918.....	237
1917.....	235
1916.....	235
1915.....	248
1914.....	248
1913.....	230

	Average
Week ending Aug. 11.....	243
1922.....	240
1921.....	254
1920.....	245
1919.....	248
1918.....	237
1917.....	235
1916.....	235
1915.....	248
1914.....	248
1913.....	230

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Week ending Aug. 11.....	243
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WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Aug. 11.....	\$10.50	\$7.10	\$6.50	\$12.50
Previous week.....	9.80	6.95	5.90	12.40
1922.....	9.55	8.50	6.25	12.15
1921.....	8.70	9.75	4.75	10.26
1920.....	14.10	14.80	7.85	13.35
1919.....	17.30	21.25	10.00	17.05
1918.....	15.30	19.00	13.75	18.10
1917.....	12.85	17.50	9.65	16.00
1916.....	9.70	10.25	7.40	10.85
1915.....	9.00	6.60	5.90	6.05
1914.....	9.10	9.05	5.00	8.20
1913.....	8.30	8.20	4.25	7.60

	Average, 1913-1922.....	\$11.45	\$12.50	\$7.50	\$12.20
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*Highest on record.

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending Aug. 11.....	37,600	135,600	36,600
Previous week.....	31,808	139,137	42,499
1922.....	40,328	88,078	46,462
1921.....	30,944	57,065	4,290
1920.....	29,437	80,521	69,550
1919.....	49,371	79,719	77,164
1918.....	56,370	103,227	59,584

*Saturday, Aug. 11, estimated.

	Chicago packers' hog slaughter for the week ending Aug. 11, 1923:
Armour & Co.....	14,000
Anglo-American Provision Co.....	9,700
Swift & Co.....	18,300
G. H. Hammond Co.....	8,700
Morris & Co.....	16,700
Wilson & Co.....	12,200
Boyd-Lunham & Co.....	8,000
Western Packing & Provision Co.....	12,900
Roberts & Oake.....	5,400
Miller & Hart.....	6,800
Independent Packing Co.....	6,700
Brennan Packing Co.....	2,600
William Davies Co.....	1,500
Agar Packing Co.....	18,100
Others.....	144,600

	Total
Previous week.....	150,500
Year ago.....	101,500
Two years ago.....	90,400
Three years ago.....	91,600

Shipments today, 3,000; left over, 7,000.
(For Chicago livestock prices see page 41.)

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending August 11, 1923, with comparisons:

	STEERS.	Week ended Aug. 9.	Same week, 1922.	Week ended Aug. 2.
Toronto.....	\$7.40	\$8.00	\$7.75	\$7.75
Montreal (W.).....	7.00	6.75	6.75	6.75
Montreal (E.).....	7.00	6.75	6.75	6.75
Winnipeg.....	6.50	6.00	6.75	6.75
Calgary.....	5.25	4.75	5.00	5.00
Edmonton.....	5.00	4.75	5.00	5.00

	CALVES.	Week ended Aug. 9.	Same week, 1922.	Week ended Aug. 2.
Toronto.....	\$11.50	\$11.00	\$11.50	\$11.50
Montreal (W.).....	9.00	9.50	9.00	9.00
Montreal (E.).....	9.00	9.50	9.00	9.00
Winnipeg.....	8.00	7.00	7.50	7.50
Calgary.....	5.85	4.00	5.75	5.75
Edmonton.....	5.00	3.50	5.00	5.00

	HOGS.	Week ended Aug. 9.	Same week, 1922.	Week ended Aug. 2.
To.onto.....	\$10.50	\$13.50	\$10.12	\$10.12
Montreal (W.).....	11.00	13.75	10.72	10.72
Montreal (E.).....	11.00	13.75	10.72	10.72
Winnipeg.....	10.17	12.00	9.62	9.62
Calgary.....	9.51	11.25	8.80	8.80
Edmonton.....	10.05	10.50	9.60	9.60

	LAMBS.	Week ended Aug. 9.	Same week, 1922.	Week ended Aug. 2.
Toronto.....	12.50	11.65	13.75	13.75
Montreal (W.).....	12.00	10.00	12.50	12.50
Montreal (E.).....	12.00	10.00	12.50	12.50
Winnipeg.....	9.50	9.00	9.50	9.50
Calgary.....	12.25	10.50	11.75	11.75
Edmonton.....	10.00	8.00	10.00	10.00

FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country.	Unit.	Par value in U. S. money.	Value on Aug. 16.
Austria—Krone.....	\$.203	.0000145
Belgium—Franc.....193	.0449
Czechoslovakia—Krone.....0293
Denmark—Krone.....268	.1860
Finland—Finnmark.....193	.0277
France—Franc.....193	.0647
Germany—Mark.....238	.00000035
Great Britain—Pound.....	4.866	4.57
Greece—Drachma.....193	.0172
Italy—Lira.....193	.0429
Japan—Yen.....498	.4925
Jugo-Slavia—Dinar.....0108
Netherlands—Florin.....402	.3928
Norway—Krone.....268	.1863
Poland—Polish mark.....000004
Roumania—Leu.....193	.0351
Russia—Rouble.....515	.....
Servia—Dinar.....193	.....
Spain—Peseta.....193	.1362
Sweden—Krona.....268	.2809
Switzerland—Franc.....193	.1811
Turkey—Turkish pound.....	4.40	.....

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.



The "Grueudler Grinder" Reduces Costs!

The GRUEUDLER Bone and Cracking Pulverizers and Crusher reduce cost, require less floor space, and cost little or nothing for repairs, due to its correct design and powerful construction. Used for handling large beef heads, thigh bones and dead carcasses to a fine product for quick rendering. Used entirely in the new dry process. Installed on positive guarantee, and trial.

When better Bone Mills are built GRUEUDLER will build them. Grinds any by-products such as Bones, Carcasses, Cracklings, Tankage, etc., into any fineness desired. Write for information.

GRUEUDLER PATENT CRUSHER & PULV. CO.
932 N. Main Street Established 1885 ST. LOUIS, MO.

Chicago Provision Markets

CASH PRICES.

Based on Actual Carlot Trading, Thursday, Aug. 16, 1923.

Green Meats.

Regular Hams—		
8-10 lbs. ave.	.....	@16 3/4
10-12 lbs. ave.	.....	@16 1/4
12-14 lbs. ave.	.....	@16 1/4
14-16 lbs. ave.	.....	@16 1/2
16-18 lbs. ave.	.....	@16 1/2
18-20 lbs. ave.	.....	@16 1/2
Skinned Hams—		
14-16 lbs. ave.	.....	@17 1/4
16-18 lbs. ave.	.....	@17 1/4
18-20 lbs. ave.	.....	@16 3/4
20-22 lbs. ave.	.....	@15 1/4
22-24 lbs. ave.	.....	@15 1/4
24-26 lbs. ave.	.....	@15 1/2
26-30 lbs. ave.	.....	@11
Pienics—		
4-6 lbs. ave.	.....	@9
6-8 lbs. ave.	.....	@8 1/2
8-10 lbs. ave.	.....	@8
10-12 lbs. ave.	.....	@7 1/2
Clear Bellies—		
6-8 lbs. ave.	.....	@18
8-10 lbs. ave.	.....	@18
10-12 lbs. ave.	.....	@13 1/2
12-14 lbs. ave.	.....	@13
14-16 lbs. ave.	.....	@12 1/2

Pickled Meats.

Regular Hams—		
8-10 lbs. ave.	.....	@17
10-12 lbs. ave.	.....	@17
12-14 lbs. ave.	.....	@17
14-16 lbs. ave.	.....	@16 1/4
16-18 lbs. ave.	.....	@16 1/4
18-20 lbs. ave.	.....	@17
Skinned Hams—		
14-16 lbs. ave.	.....	@18
16-18 lbs. ave.	.....	@18
18-20 lbs. ave.	.....	@18
20-22 lbs. ave.	.....	@18
22-24 lbs. ave.	.....	@14
24-26 lbs. ave.	.....	@13 1/2
26-30 lbs. ave.	.....	@12 1/2
Pienics—		
4-6 lbs. ave.	.....	@9 1/2
6-8 lbs. ave.	.....	@8 1/2
8-10 lbs. ave.	.....	@8
10-12 lbs. ave.	.....	@7 1/2
Clear Bellies—		
6-8 lbs. ave.	.....	@17 1/4
8-10 lbs. ave.	.....	@15 1/4
10-12 lbs. ave.	.....	@15 1/4
12-14 lbs. ave.	.....	@12 1/2
14-16 lbs. ave.	.....	@12

Dry Salt Meats.

Extra ribs	.....	@9 1/4
Extra clear	.....	@9 1/4
Regular plates	.....	@7 1/4
Clear plates	.....	@7 1/4
Jowl butts	.....	@7 1/4
Fat Backs—		
8-10 lbs. ave.	.....	@8 1/2
10-12 lbs. ave.	.....	@9 1/4
12-14 lbs. ave.	.....	@9 1/4
14-16 lbs. ave.	.....	@10 1/4
16-18 lbs. ave.	.....	@10 1/4
18-20 lbs. ave.	.....	@10 1/4
20-25 lbs. ave.	.....	@10 1/4
Clear Bellies—		
12-14 lbs. ave.	.....	@11
14-16 lbs. ave.	.....	@10 3/4
16-18 lbs. ave.	.....	@10 3/4
18-20 lbs. ave.	.....	@10 3/4
20-25 lbs. ave.	.....	@10 3/4
25-30 lbs. ave.	.....	@10
30-35 lbs. ave.	.....	@10
Nominal asked.	.....

PERU HAS NEW DUTY ON CATTLE.

A law effective May 23, 1923, places a duty of 30 soles per head on cattle imported into Peru. All livestock except horses and mules were formerly admitted free. Cattle brought across the frontier into Piura for fattening purposes, however, are dutiable at only 5 soles per head, and pedigreed stock for reproduction are free of duty.

FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, AUGUST 11, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	10.72 1/2	10.75	10.70	10.75
Oct.	10.85	10.90	10.80	10.90
Jan.	.....	.....	.....	10.50
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	8.10
Oct.	.....	.....	.....	8.10
Jan.	.....	.....	.....	8.30

MONDAY, AUGUST 13, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	10.80	10.97 1/2	10.77 1/2	10.97 1/2
Oct.	10.22 1/2	11.10	10.90	11.10
Jan.	.....	.....	.....	9.85
RIBS—(Boxed 25c more than loose)—				
Sept.	8.20	8.32 1/2	8.20	8.32 1/2
Oct.	8.20	8.35	8.20	8.35
Jan.	.....	.....	.....	8.50

TUESDAY, AUGUST 14, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.05	11.05	11.00	11.00
Oct.	11.15	11.15	11.10	11.12 1/2
Jan.	.....	.....	.....	9.85
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	8.32 1/2
Oct.	8.30	8.30	8.30	8.30
Jan.	.....	.....	.....	8.45

WEDNESDAY, AUGUST 15, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.05	11.17 1/2	11.02 1/2	11.17 1/2
Oct.	11.17 1/2	11.30	11.15	11.30
Jan.	9.97 1/2	10.00	9.95	10.00
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	8.35
Oct.	.....	.....	.....	8.35
Jan.	.....	.....	.....	8.60

THURSDAY, AUGUST 16, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.22 1/2	11.22 1/2	11.17 1/2	11.17 1/2
Oct.	11.35	11.37 1/2	11.30	11.32 1/2
Jan.	10.15	10.15	10.10	11.10
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	8.50
Oct.	8.50	8.55	8.50	8.50
Jan.	.....	.....	.....	8.80

FRIDAY, AUGUST 17, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Aug.	.....	.....	.....	11.07 1/2
Sept.	11.12 1/2	11.17 1/2	11.10	11.12 1/2
Oct.	11.20	11.27 1/2	11.20	11.25
Jan.	11.02 1/2	11.05	11.02 1/2	11.05
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	8.47 1/2
Oct.	8.55	8.55	8.47 1/2	8.47 1/2
Jan.	8.90	8.90	8.90	8.90

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, August 15, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 24@26c; green hams, 8-10 lbs., 18 1/2c; 10-12 lbs., 18c; 12-14 lbs., 17 1/2c; green clear bellies, 6-8 lbs., 18 1/2c; 8-10 lbs., 18c; 10-12 lbs., 17 1/2c; 12-14 lbs., 17c; green rib bellies, 10-12 lbs., 17 1/2c; 12-14 lbs., 16 1/2c; sweet pickled clear bellies, 6-8 lbs., 12c; 8-10 lbs., 12 1/2c; 10-12 lbs., 12c; 12-14 lbs., 12c; sweet pickled rib bellies, 10-12 lbs., 12c; 12-14 lbs., 11 1/2@12c; sweet pickled hams, 8-10 lbs., 19c; 10-12 lbs., 18 1/2c; 12-14 lbs., 18c; dressed hogs, 13 1/2c; city steam lard, 11 1/4c; compound, 11 1/4c.

Western prices, green cuts: Pork loins, 8-10 lbs., 22c; 10-12 lbs., 20@21c; 12-14 lbs., 18@19c; 14-16 lbs., 16@17c; skinned shoulders, 11@12c; boneless butts, 19@21c; Boston butts, 12@13c; lean trimmings, 12@13c; regular trimmings, 10c; spareribs, 8@9c; neck bones, 5@6c; kidneys, 5@6c; livers, 3@4c; pigs tongues, 16c; pigs tails, 14@15c.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, August 16, 1923, with comparisons, were reported to The National Provisioner as follows:

	Week ending Aug. 16, 1923.	Previous week.
Armour & Co.	10,800	12,900
Anglo-Amer. Prov. Co.	7,000	8,000
Swift & Co.	13,400	15,000
G. H. Hammond & Co.	6,300	8,211
Morris & Co.	14,500	19,300
Wilson & Co.	8,500	11,800
Boyd-Lanham & Co.	6,700	7,300
Western Pk. & Prov. Co.	9,400	11,500
Roberts & Oake	3,100	4,500
Miller & Hart	3,600	5,900
Independent Packing Co.	4,000	4,600
Brennan Packing Co.	5,700	7,200
Wm. Davies Co.	900	1,100
Agar Packing Co.	800	900
Others	.....	.....
Total	95,700	118,200

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	28	20
Rib roast, light end	35	32	22
Chuck roast	18	16	14
Steaks, round	40	35	28
Steaks, sirloin, first cut	32	28	32
Steaks, porterhouse	70	55	32
Steaks, flank	28	25	18
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	15
Corned plates	14	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	45	25
Legs	48	28
Stews	15	18
Chops, Shoulder	28	26
Chops, rib and loin	50	..

Mutton.

Legs	22	..
Stew	15	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	25	@26
Loins, whole, 10@12 avg.	24	@25
Loins, whole, 12 to 14.	23	@24
Loins, whole, 14 and over.	18	@20
Chops	.....	@13
Shoulders	.....	@14
Butts	.....	@12
Spareribs	.....	@12
Hocks	.....	@12
Leaf lard, unrendered	.....	@11

Veal.

Hindquarters	22	@30
Forequarters	12	@16
Legs	28	@35
Breasts	12	@18
Shoulders	16	@22
Cutlets	.....	@45
Rib and loin chops	.....	@38

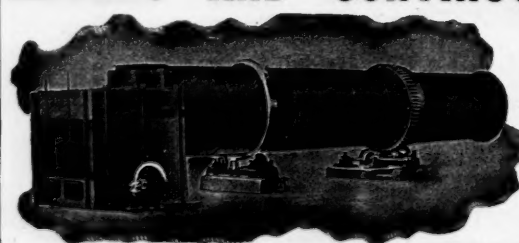
Butchers' Offal.

Suet	.....	@ 2
Shop fat	.....	@ 4
Bones, per 100 lbs.	.....	@50
Calf skins	.....	@14
Kips	.....	@14
Deacons	.....	@14

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran, L C L.	6 1/2	6 1/2
Crystals	7 1/2	7 1/2
Double refined nitrate of soda, f. o. b.	.....	.....
N. Y. & S. F., carloads	4 1/2	4 1/2
Less than carloads, granulated	4 1/2	4 1/2
Crystals	5 1/2	5 1/2
Keps, 100@130 lbs., 1c more.	.....	.....
Boric acid, in carloads, powdered, in bbls.	10 1/2	10
Crystal to powdered, in bbls., in 5-ton lots or more	10 1/2	10 1/2
In bbls. in less than 5-ton lots	11	10 1/2
Borax, carloads, powdered, in bbls.	5 1/2	5 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5 1/2
Sugar—		
Raw sugar, 96 basis, 4 1/4c Cuba duty paid	.....	@6.02
Second sugar, 90 basis	.....	@ 5 1/2
Syrup, testing 63 to 65 combined sucrose and invert	.....	@28
Standard, granulated, f. o. b. refinery	.....	@7.90
Leans (less 2 per cent)	.....	@ 7 1/4
Plantation, granulated, f. o. b. New Orleans (less 2 per cent)	.....	@ 7 1/4
White clarified, f. o. b. New Orleans (net)	.....	@7.00
Yellow clarified, f. o. b. New Orleans (net)	.....	@6.90
Salt—		
Granulated, car lots, per ton, f. o. b., Chicago, bulk	.....	\$ 8.30
Medium, car lots, per ton, f. o. b., Chicago, bulk	.....	9.80
Rock, car lots, per ton, f. o. b., Chicago	.....	7.30

DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

We handle waste and by-products.

Send for Catalogue T. B.

American Process Co.

68 William St. . . . New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ending Aug. 18, 1922.		Cor. week, 1922.	
Prime native steers.....	17	@ 18	16	@ 17	
Good native steers.....	15	@ 16 1/2	15	@ 16	
Medium steers.....	13 1/2	@ 15	13	@ 14	
Heifers, good.....	13	@ 15	12	@ 14	
Cows.....	8	@ 12	8	@ 11	
Hind quarters, choice.....	24	@ 23			
Fore quarters, choice.....	13	@ 11			

Beef Cuts.

Steer Loins, No. 1.....	@ 38	@ 34			
Steer Loins, No. 2.....	@ 35	@ 32			
Steer Short Loins, No. 1.....	@ 32	@ 30			
Steer Short Loins, No. 2.....	@ 29	@ 28			
Steer Loin Ends (hips).....	@ 29	@ 28			
Steer Loin Ends, No. 2.....	@ 28	@ 28			
Cow Loins.....	13	@ 28	16	@ 24	
Cow Short Loins.....	23	@ 35	22	@ 31	
Cow Loin Ends (hips).....	15	@ 22	15	@ 18	
Steer Ribs, No. 1.....	@ 27	@ 24			
Steer Ribs, No. 2.....	@ 26	@ 22			
Cow Ribs, No. 1.....	@ 22	@ 17			
Cow Ribs, No. 2.....	@ 18	@ 16			
Cow Ribs, No. 3.....	@ 11	@ 10			
Steer Rounds, No. 1.....	@ 19	@ 17			
Steer Rounds, No. 2.....	@ 18 1/2	@ 16 1/2			
Steer Chucks, No. 1.....	@ 11 1/2	@ 11			
Steer Chucks, No. 2.....	@ 11	@ 10			
Cow Rounds.....	12 1/2	@ 13	13 1/2	@ 15	
Cow Chucks.....	7	@ 9	7 1/2	@ 8	
Steer Plates.....	@ 8 1/2	@ 8			
Medium Plates.....	@ 8	@ 7 1/2			
Briskets, No. 1.....	@ 16	@ 12			
Briskets, No. 2.....	@ 12	@ 10			
Steer Navel Ends.....	@ 5 1/2	@ 4 1/2			
Cow Navel Ends.....	@ 5 1/2	@ 4			
Cow Shanks.....	@ 5 1/2	@ 4 1/2			
Hind Shanks.....	@ 4 1/2	@ 3 1/2			
Rolls.....	18	@ 22			
Strip Loins, No. 1, boneless.....	@ 75	@ 60			
Strip Loins, No. 2.....	@ 65	@ 55			
Strip Loins, No. 3.....	@ 15	@ 12			
Sirloin Butts, No. 1.....	@ 34	@ 30			
Sirloin Butts, No. 2.....	@ 28	@ 26			
Sirloin Butts, No. 3.....	@ 18	@ 15			
Beef Tenderloins, No. 1.....	@ 75	@ 65			
Beef Tenderloins, No. 2.....	@ 65	@ 55			
Rump Butts.....	@ 17	@ 20			
Flank Steaks.....	@ 17	@ 17			
Boneless Chucks.....	@ 8 1/2	@ 10			
Shoulder Clods.....	@ 13	@ 8			
Hanging Tenderloins.....	@ 9	@ 8			
Trimnings.....	@ 9	@ 8			

Beef Product.

Brains, per lb.....	7	@ 8	5 1/2	@ 8	
Hearts.....	5	@ 6	5	@ 6	
Tongues.....	29	@ 30	28	@ 30	
Sweetbreads.....	36	@ 38	34	@ 35	
Ox Tail, per lb.....	6	@ 8	4	@ 7	
Fresh Tripe, plain.....	4	@ 4	4	@ 5	
Fresh Tripe, H. C.....	6	@ 6 1/2	6	@ 6 1/2	
Livers.....	6	@ 11	9	@ 10	
Kidneys, per lb.....	6 1/2	@ 9	6 1/2	@ 10 1/2	

Veal.

Choice Carcass.....	@ 20	18	@ 19		
Good Carcass.....	@ 16	@ 19	16	@ 17	
Good Saddle.....	25	@ 28	20	@ 26	
Good Backs.....	6	@ 12	7	@ 11	
Medium Backs.....	6	@ 8	6	@ 8	

Veal Product.

Brains, each.....	6	@ 8	6	@ 8	
Sweetbreads.....	52	@ 52	56	@ 60	
Calf Livers.....	30	@ 32	25	@ 32	

Lamb.

Choice Lambs.....	@ 28	@ 26			
Medium Lambs.....	@ 27	@ 23			
Choice Saddle.....	@ 32	@ 32			
Medium Saddle.....	@ 30	@ 30			
Choice Fores.....	@ 23	@ 23			
Medium Fores.....	@ 23	@ 21			
Lamb Fries, per lb.....	30	@ 31			
Lamb Tongues, each.....	@ 13	@ 18			
Lamb Kidneys, per lb.....	@ 25	@ 25			

Mutton.

Heavy Sheep.....	@ 12	@ 9			
Light Sheep.....	@ 18	@ 15			
Light Saddle.....	@ 15	@ 14			
Light Fores.....	@ 9	@ 6			
Light Fores.....	@ 16	@ 12			
Mutton Legs.....	@ 22	@ 22			
Mutton Loins.....	@ 18	@ 15			
Mutton Stew.....	@ 10	@ 7 1/2			
Sheep Tongues, each.....	@ 13	@ 8			
Sheep Heads, each.....	@ 10	@ 10			

Fresh Pork, Etc.

Dressed Hogs.....	@ 14	@ 17			
Pork Loins, 8@10 lbs. avg.....	@ 23	@ 28 1/2			
Leaf Lard.....	@ 11 1/2	@ 12 1/2			
Tenderloin.....	@ 46	@ 47			
Spare Ribs.....	@ 6 1/2	@ 8 1/2			
Hocks.....	@ 12 1/2	@ 17 1/2			
Trimnings.....	@ 14	@ 14			
Extra lean trimmings.....	@ 9 1/2	@ 9 1/2			
Tails.....	@ 6	@ 5			
Snouts.....	@ 5	@ 5			
Pigs' Feet.....	@ 4 1/2	@ 4 1/2			
Pigs' Heads.....	@ 7	@ 7			
Blade Bones.....	@ 7	@ 7			
Blade Meat.....	@ 11 1/2	@ 11 1/2			
Cheek Meat.....	@ 8 1/2	@ 9			
Hog Livers, per lb.....	@ 4 1/2	@ 4 1/2			
Neck Bones.....	@ 9 1/2	@ 9 1/2			
Skinned Shoulders.....	@ 9 1/2	@ 9 1/2			
Pork Hearts.....	@ 5	@ 5			
Pork Kidneys, per lb.....	@ 4 1/2	@ 5			
Pork Tongues.....	@ 18	@ 18			
Slip Bones.....	@ 9	@ 9			
Tail Bones.....	@ 9	@ 9			
Brains.....	@ 9	@ 9			
Back fat.....	@ 11 1/2	@ 12			
Hams.....	@ 10	@ 10			
Cans.....	@ 10	@ 10			
Belies.....	@ 20	@ 24			

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@ 22				
Country style sausage, fresh, in link.....	@ 15				
Country style sausage, fresh, in bulk.....	@ 14				
Country style sausage, smoked.....	@ 17				
Mixed sausage.....	@ 13				
Frankfurts in pork casings.....	@ 14				
Frankfurts in sheep casings.....	@ 16				
Bologna in beef bungs, choice.....	@ 14 1/2				
Bologna in beef middles, choice.....	@ 14				
Bologna in cloth, paraffined, choice.....	@ 14				
Liver sausage in hog bungs.....	@ 16				
Liver sausage in beef rounds.....	@ 10				
Head cheese.....	@ 11				
New England luncheon specialty.....	@ 22				
Liberty luncheon specialty.....	@ 17				
Mixed luncheon specialty.....	@ 14				
Tongue Sausage.....	@ 20				
Blood sausage.....	@ 15				
Polish sausage.....	@ 14 1/2				
Souse.....	@ 14				

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 47				
Cervelat, new condition, in hog bungs.....	@ 16				
Cervelat, new condition, in beef middles.....	@ 16				
Thuringer Cervelat.....	@ 21				
Farmer.....	@ 24				
Holsteiner.....	@ 22				
B. C. Salami, choice, in hog bungs.....	@ 41				
Milano Salami, choice, in hog bungs.....	@ 41				
B. C. Salami, new condition.....	@ 20				
Frisses, choice, in hog middles.....	@ 37				
Genoa style Salami.....	@ 51				
Peperoni.....	@ 31				
Mortadella, new condition.....	@ 20				
Capicola.....	@ 48				
Italian style hams.....	@ 37				
Virginia style hams.....	@ 37				

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—					
Small tins, 2 to crate.....	5.75				
Large tins, 1 to crate.....	6.50				
Frankfurt style sausage in sheep casings—					
Small tins, 2 to crate.....	7.00				
Large tins, 1 to crate.....	8.00				
Frankfurt style sausage in pork casings—					
Small tins, 2 to crate.....	6.50				
Large tins, 1 to crate.....	7.50				
Smoked link sausage in pork casings—					
Small tins, 2 to crate.....	6.00				
Large tins, 1 to crate.....	7.00				

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)					
Beef rounds, domestic, 180 sets, per tierce, per set.....	15				
Beef rounds, export, 225 sets, per tierce, per set.....	15				
Beef middles, 110 sets, per tierce, per set.....	65				
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	30				
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	18@22				
Beef weasands, No. 2, per piece.....	.08				
Beef bladders, small, per doz.....	1.65				
Beef bladders, medium, per doz.....	1.45				
Beef bladders, large, per doz.....	1.25				
Hog casings, medium, f. o. b., per lb.....	.90				
Hog casings, extra narrow, selected, per lb.....	2.00				
Hog middles, with cap, per set.....	.16				
Hog middles, without cap, per set.....	.15				
Hog bungs, export.....	.21				
Hog bungs, large, prime.....	.15				
Hog bungs, medium.....	.05				
Hog bungs, narrow, no demand.....	.02				
Hog stomachs, per piece.....	.08				

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00				
Honeycomb tripe, 200-lb. bbl.....	14.00				
Pocket honeycomb tripe, 200-lb. bbl.....	18.00				
Pork feet, 200-lb. bbl.....	15.50				
Pork tongues, 200-lb. bbl.....	79.00				
Lamb tongues, long cut, 200-lb. bbl.....	45.00				
Lamb tongues, short cut, 200-lb. bbl.....	51.00				

CANNED MEATS.

	No. 1/2.	No. 1.	No. 2.	No. 6.
Corned beef.....	\$ 2.35	\$ 4.00	\$13.00	
Roast beef.....	2.35	4.50	16.00	
Roast mutton.....	2.40	4.75	16.50	
Sliced dried beef.....	2.00	4.50		
Ox tongue, whole.....			17.50	56.00
Lunch tongue.....	2.35	4.70	9.50	34.50
Corned beef hash.....	1.50	2.75	4.25	
Hamburger steaks with onions.....	1.50	2.25	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with or without beans.....		1.25		
Potted meats.....	.30			

BARBELED PORK AND BEEF.

Mess pork, regular.....	21.50				
Family back pork, 20 to 34 pieces.....	24.00				
Family back pork, 35 to 45 pieces.....	24.50				
Clear back pork, 40 to 50 pieces.....	23.50				
Clear back pork, 50 to 60 pieces.....	21.50				
Clear plate pork, 20 to 35 pieces.....	20.00				
Clear plate pork, 35 to 45 pieces.....	19.75				
Bean pork.....	17.50				
Brisket pork.....	18.00				
Plate beef.....	16.50				
Extra plate beef, 200-lb. barrels.....	17.50				

BUTTERINE.

1 to 6, natural color, solids f. o. b. Chicago.....	@ 21				
Cartons, rolls or prints, 1-lb.....	@ 22				
Cartons, rolls or prints, 2@5 lbs.....	@ 21 1/2				
Shortenings, 30@60 lb. tubs.....	@ 16				
Nut Margarine, prints, 1-lb.....	@ 30				

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.75	@ 1.77 1/2			
Oak pork barrels, black iron hoops.....	1.95	@ 1.97 1/2			
Ash pork barrels, galv. iron hoops.....	1.95	@ 1.97 1/2			

Red oak lard tierces.....	2.70	@ 2.72 1/2			
White oak lard tierces.....	2.90	@ 2.92 1/2			
White oak ham tierces.....		@ 3.35			

DRY SALT MEATS.

Extra short clears.....	@ 9 1/2
Extra short ribs.....	@ 9 1/2
Short clear middles, 60-lb. avg.....	@ 9 1/2
Clear bellies, 14@16 lbs.....	@ 10 1/2
Clear bellies, 18@20 lbs.....	@ 10
Clear bellies, 20@25 lbs.....	@ 9 1/2
Clear bellies, 25@30 lbs.....	@ 9 1/2
Rib bellies, 20@25 lbs.....	@ 9 1/2
Rib bellies, 25@30 lbs.....	@ 9 1/2
Fat backs, 10@12 lbs.....	@ 9
Fat backs, 12@14 lbs.....	@ 9 1/2
Fat backs, 14@16 lbs.....	@ 7
Regular plates.....	@ 7
Butts.....	@ 7 1/2

Retail Section

Meat Dealers' Art Calendars at Cost

By Ernest Schaeffle, Manager, Meat Council of Northern California.

Here is a picture of the new 1924 calendar the Meat Council of Northern California is selling at cost. The size is 10½ by 14 inches over all, with the picture of the child as shown, about 8 by 10 inches.

We selected this particular picture of the child because it was quite plain to us that she had just eaten a large meal of meat.

She is the original Meat Child and looks it. She is tickled to death with life and her diet. Doesn't your heart warm to that impish kid?

tailers of the entire country have received a circular announcing the publication of our art calendar.

What's on the Calendar?

The calendar is to be printed in five colors, bearing on its face a reproduction of this appealing picture, a date pad and the advertisement of the dealer.

On the back will appear four charts (beef, veal, pork and mutton), with essential data regarding meat and its preparation taken from the Meat Guide (of which 140,000 copies have been distributed by the

ders must reach the Meat Council not later than Sept. 15, 1923. Each order should be accompanied by a remittance for half the total cost, the balance on receipt of the calendars. The calendars will be delivered before Dec. 10.

This is an opportunity for the meat retailers of the country who use calendars for advertising purposes to secure them at a price never before possible. Orders should be sent to the Meat Council of Northern California, 703 Market St., San Francisco, California, and must be received before Sept. 15.

STUDY OF MEAT RETAILER.

(Continued from page 25.)

free by field men of the Bureau of Business Research, Northwestern University, and the U. S. Department of Agriculture, Bureau of Agricultural Economics.

The method of securing the second end is for merchants using these records, as well as those using others which supply the necessary information, to submit their returns to us for analysis.

"In unity there is strength." So, likewise, in the combined experiences of the members of the retailers' association is there information, richer and more comprehensive than can be found in the records of any establishment.

May we count on the co-operation of meat retailers in improving from within the conditions in retail meat distribution and in making the dealer a really successful business man?

Death to the "Hot Dog!"

The campaign to substitute the expression "Red Hots" for the objectionable and suggestive term "Hot Dogs," started by such aggressive retailers as Edward Levy of Chicago and others, is being taken up with enthusiasm.

The Institute of American Meat Packers called the attention of packers to the suggestion that they might print frankfurter posters or signs containing the term "Red Hots," the object being to get their retail customers to substitute these signs for the "Hot Dog" signs. It was also suggested that packers' salesmen could do good missionary work in this particular.

The suggestions have been well received. One packer, Schaffner Bros. Co., Erie, Pa., got busy right away, as their letter shows:

"Thanks for the suggestion contained in one of your recent communications relative to using the phrase 'Red Hots' in lieu of the dangerous 'Hot Dog,' now a by-word with the majority who patronize the vender of frankfurters.

"We have taken advantage of this clever phrase in doing a little advertising in the local papers of our city, and prior to publishing the enclosed copy, we had a week's run of the one word 'Red Hots,' so as to prepare for our future copy. This we will continue to run in various compositions.

"Our printer is now completing a lot of window streamers, size 7x16 inches, red ink on white paper, with the words 'Red Hots' in heavy type, and these we will distribute among our dealers and lunch-stands, so that it should not take a very long time to educate the people to the slogan 'Red Hot.'"

(EDITOR'S NOTE.—Other illustrations of how the trade is taking up this matter will be printed in later issues of THE NATIONAL PROVISIONER.)



of equal attractiveness bought in small lots. This is made possible by the large issue, which is expected to reach 100,000. (Already orders for 45,000 have been received.)

Mr. D. W. Martin of the National Association of Meat Councils writes the California Meat Council: "I have looked over your circular and the calendar impresses me as being a winner."

For distribution outside California there will be no mention of the Meat Council of Northern California except for our copy-right.

Cost of the Calendar.

The prices on the calendar are: 200 calendars, \$9.00; 300 calendars, \$12.75; 400 calendars, \$16.50; 500 calendars, \$20.25; 1,000 calendars, \$40.00. Additional quantities, \$4.00 per 100. Prices are f. o. b. San Francisco.

This information includes the names of the cuts, whether they are lower priced, medium priced, or higher priced, what the cuts may be used for (boiling, pot roasting, frying, etc.), and the number of pounds per person the housewife should buy.

This calendar will make a strong appeal to the housewife and should prove a desirable advertising medium to the meat man who gives it to his customers during the Christmas season. The cost is low, less than one-quarter the price of calendars endars, \$9.00; 300 calendars, \$12.75; 400 calendars, \$16.50; 500 calendars, \$20.25; 1,000 calendars, \$40.00. Additional quantities, \$4.00 per 100. Prices are f. o. b. San Francisco.

In order that the calendars may be delivered in time for the holiday season, or-

LOCAL AND PERSONAL.

J. Kunz will erect a meat market at Cosmos, Minn.

Frank Hicks will open a meat business at Allen, Mich.

Frank Engel will open a meat market at Delhi, Minn.

L. R. Bolton has purchased the meat market at Alexis, Ill.

Louis Voelz will open a new meat market at Burlington, Wis.

Joe McKenrich is erecting a new meat market at Comanche, Ia.

Jensen & Taylor will engage in the meat business at Verdigris, Neb.

Geo. Murphy is building a new meat market at Arlington, Wash.

Emil Mouritsen has purchased the Ceylon Meat Market, Ceylon, Ia.

The Bay City Meat Market will open shortly at South Bend, Wash.

L. E. Noe has purchased the meat market of E. T. Bull, San Benito, Tex.

The O. K. Meat Market at McKeesport, Pa., was recently damaged by fire.

Harry Moore has sold his meat business at Lagrande, Ore., to Willis Phillips.

The Woodland Meat Market, Longview, Wash., was recently damaged by fire.

M. L. Higman will add a meat department to his grocery store at Perry, Ia.

Jake Young will engage in the meat and grocery business at Broken Bow, Neb.

Frank LeRose grocery and meat market, Marinette, Wis., was destroyed by fire.

The Cash and Carry Co. has opened its new establishment at Wenatchee, Wash.

Delaney & Son have purchased the meat business of H. E. Ward at Wymore, Neb.

J. F. Silveira has purchased the meat business of J. S. Silveira at Tulare, Cal.

Geo. Clark has purchased the meat market of Bardwell & Adams at Cheney, Wash.

Joseph Schaefer has purchased the meat market of Mack Bros. at Petersburg, Neb.

The Center grocery and meat market will open for business at Barnesville, Minn.

Clyde Fenton has purchased Marion Denlinger's meat business at Zwingle, Ia.

Chas. Barth has purchased the meat department in the Holly Market at Van Nuys, Cal.

Oscar Crain will open a meat market in the E. P. Humphrey grocery at Mulberry, Kans.

Earl Lloyd and John Stegman will engage in the meat business at Palmer, Kans.

E. C. Stern has purchased the Star Meat Market, Goldendale, Wash., from A. J. Symes.

W. H. Hooper, Stevensville, Mont., is adding many improvements to his meat market.

Dudley Smith has purchased the Central Market, Wapato, Wash., from Hall & Reeves.

Harold Henderson has purchased the Behmer meat and grocery store at Falls City, Neb.



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

John Wilson's Butcher Knives and Steels

1750

Standard of the World

1923

THE BEST THEN

THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

H. BOKER & CO., Inc., NEW YORK, N. Y.

The Rogers Meat Market, 1363 India street, San Diego, Cal., was damaged by fire recently.

Matt and Lorny Ruppert have purchased the meat business of Edw. Pekarna at Jordan, Minn.

N. J. Helmick has purchased the Bon Ton meat market, Chehalis, Wash., from H. E. Shirley.

Harry Orner and John Abbe will open a new meat market on North 26th street, Corvallis, Ore.

John Rolczynski has sold his meat business at Minto, N. D., to Frank Rolczynski and Leo Kulas.

The United Markets will open a fully equipped meat market and grocery at Bradentown, Fla.

J. E. Hagen has sold the City Meat Market, Cameron, Mo., to Messrs. Hinderks and Jensen.

Fred Davis has sold his interest in the Marty & Davis meat market, Columbus, Neb., to Jacob Kupp.

A. A. Geil and M. Nelson have purchased the Economy Market at 219 Locust street, Des Moines, Ia.

Millard Hill and Frank Knoell have purchased the McCann meat market and grocery at Anselmo, Neb.

H. R. Parkhurst will open a new meat market in the Summit Mercantile Co. store, McCleary, Wash.

H. C. Kleiner, Tom Ryan and L. R. Kuster have purchased the Gem Meat Market at Cheney, Wash.

Julius and Guy Lang disposed of their

meat market at Waupun, Wis., to A. P. Uebel and Robert Lubitz.

E. A. Watkins will open a meat market in the Messina building, corner of Walnut and Phillips streets, Elena, Ark.

Walter Ferrenberg and M. H. Morgan have purchased the Sanitary Meat Market at Rogers, Ark., from C. L. Howe.

D. H. and Chas. L. Mosser have purchased the meat business of Jack Baker at 1121 Pearl street, Boulder, Colo.

Henry Mongoven and Joseph McGowen have purchased the Ed. Fried meat market at 307 DeMers avenue, East Grand Forks, Minn.

The meat market and grocery store of Durnil Brothers, 210 Picher street, Miami, Okla., was damaged by fire recently. Damage is estimated at \$5,000.

Construction work has started on a \$25,000 public market at Everett, Wash. The meat equipment installation alone will represent an expenditure of \$12,000.

RETAILERS HOLD PICNIC.

The Detroit Market Men's Association had one of the largest and best outings in its history recently. There was a big turnout of retailers, packers and wholesalers, all of whom closed their places of business to make it a butchers' holiday. The gross receipts were about \$2,300, which will leave a net profit for the association of about \$1,800.

The boys on the committee did their work well and made it a banner affair.



No. 10 REGULAR
Capacity—24 lbs.
Gold, Gray or White

THE BARNES SCALE

"THE SCALE OF QUALITY"

Accurate
Attractive

Small Base
Large Platform

Durable
Sanitary

Sold only by
RELIABLE DEALERS

Manufactured by

BARNES SCALE CO.

DETROIT, MICH.

New York Section

W. C. Buethe, treasurer, Wilson & Company, Chicago, is in New York this week.

Max Kraus of M. Kraus & Brothers is spending a vacation in the Catskill mountains.

F. W. Croll, treasurer, Armour & Company, Chicago, is a visitor to the city this week.

G. A. Handley, district manager, Cudahy Packing Company, is spending a vacation in Stamford, New York.

Harold H. Edwards, construction department, Swift & Company, New York, is spending part of his vacation in Vermont.

A. F. Hallenbeck, manager of the 13th Street market of Swift & Company, is on a two weeks' vacation, part of which is being spent in the Catskills.

Mrs. Fred Muller, wife of Fred Muller of the Bronx and a member of the Ladies' Auxiliary, U. M. B. A., is spending a vacation with her children in the Adirondacks.

T. A. Adams, president of the Manhattan Refrigerating Company, has returned from a six weeks' business trip to the Pacific Coast. Mr. Adams reports conditions favorable.

Charles Wicke, secretary of the A. C. Wicke Manufacturing Co., and Mrs. Wicke are receiving congratulations of their friends on the arrival of a baby daughter on Friday, August 17.

G. J. Edwards, general manager, Swift & Company, New York district, is on a two weeks' vacation, part of which will be spent in Vermont and the remainder in fishing and golfing in New York state.

H. G. Rowan, formerly of the Armour Fertilizer Works, is associated with the Packinghouse By-Products Co., Inc., of 40 Rector street, New York, in charge of the rough ammoniate department.

J. Jay Weiss, general advertising manager of the A. C. Wicke Manufacturing Company, has announced his engagement to Miss B. E. Lehmier. The wedding will probably take place some time in October.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending August 11, 1923, on shipments sold out ranged from 9.00 cents to 19.00 cents per pound, and averaged 15.98 cents per pound.

M. I. Byrnes, for some time connected with Wilson & Company's smoked meat department in New York, severed his connection Saturday, August 18, to enter the brokerage business in partnership with Fred Horn of Newark.

Miss Leah Rosenberg, secretary to W. A. Lynde, manager of Wilson & Company, New York, is spending her vacation on a trip to Canada, visiting Albany, Troy, Saratoga Springs, Lake George and Lake Champlain on the way.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 11, 1923: Meat—Manhattan, 1,516 lbs.; Brooklyn, 5 lbs.; total, 1,521 lbs. Fish—Manhattan, 1,000 lbs.; Brooklyn, 625 lbs.; total, 1,625 lbs. Poultry and game—Manhattan, 1,326 lbs.; Brooklyn, 20 lbs.; total, 1,346 lbs.

Mr. J. H. Burns, for many years connected with Morris & Company, and for the past three years vice-president of Jos. Stern & Sons, of West 40th street, New York City, has recently severed his connections with the latter concern and embarked in the brokerage business. He has opened an office in Room 114 Produce Exchange building, and will handle a full line of meats and provisions. With the experience that Mr. Burns has had, both in the buying and selling sides of the meat and provision business, there is no question as to his ultimate success.

Mrs. Caroline Wolf, wife of David Wolf of Brooklyn, and a member of the Ladies' Auxiliary, U. M. B. A., entered into eternal rest after a very short illness lasting practically only a day. Mrs. Wolf had a very lovable disposition and made many friends, which fact is attested to by the mass of floral tributes, including a standing wreath from the Ladies' Auxiliary, and the number of friends and neighbors in all walks of life who called. The auxiliary, said its president, Mrs. George Kramer, has suffered a great loss in the passing on of this dear sister. Heartfelt sympathy is extended to the husband bereaved of the companion whose charming personality had made home life a blessing.

EDWARD KOHN SEES ARGENTINA.

Edward Kohn, treasurer of the House of A. Silz, New York, returned August 1st on the steamer Vestris from a three months' trip spent in South America, visiting Buenos Aires and the interior down as far as Patagonia. This was chiefly a business trip for the purpose of buying poultry and game for the trade. Mr. Kohn stated that he found the supply more plentiful and better selected than ever before. He also arranged for a buying agency to be located in Buenos Aires to handle all purchases and shipments for the company in the future.

Mr. Kohn stated that he found the natives very nice and cordial, with great respect for Americans. This was especially true with the high-class Argentinians. The country is prosperous and a great field for American business, but a knowledge of Spanish is essential for comfort and success. He found the cities very progressive and clean, and the natives had gotten away from the old atmosphere; in fact, they are quite modern.

"Take, for instance," said Mr. Kohn, "the city of Buenos Aires. Their subway is better than our own, being tiled throughout. The automobiles are in as large numbers as in New York; the traffic laws are very good and there are very fine hotel accommodations.

"Buenos Aires is a very likeable city and offers a big future for anybody who goes there with the intention of making a future, especially for a young man who is willing to work."

In the interior Mr. Kohn saw enormous numbers of cattle in good condition, with

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, August 16, 1923, as follows:

Fresh Beef—		CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:					
Choice	.....	\$17.50@18.00	\$18.50@19.00	\$19.00@20.50	\$19.00@20.00
Good	.....	16.00@17.00	17.50@18.00	17.00@19.00	18.00@18.50
Medium	.....	13.50@15.50	12.00@16.00	12.00@16.00	13.00@16.00
Common	.....	11.50@12.50	8.00@11.00	8.00@11.00	8.00@11.00
COWS:					
Good	.....	12.50@13.50	.....@.....	13.00@14.00@.....
Medium	.....	11.00@12.00	9.00@13.00	10.00@12.00	8.50@ 9.50
Common	.....	7.00@10.00	6.50@ 8.00	7.00@ 9.00	7.00@ 8.00
BULLS:					
Good	.....	.....@.....	.....@.....	.....@.....	.....@.....
Medium	.....	.....@.....	.....@.....	.....@.....	.....@.....
Common	.....	7.75@ 8.25	.....@.....	8.00@ 8.50	8.00@ 8.50
Fresh Veal:*					
Choice	.....	20.00@21.00	.....@.....	21.00@22.00@.....
Good	.....	18.00@19.00	.....@.....	18.00@20.00@.....
Medium	.....	14.00@16.00	9.50@10.50	12.00@15.00	10.00@14.00
Common	.....	9.00@13.00	8.50@ 9.50	8.00@10.00	8.00@10.00
LAMB:					
Choice	.....	17.00@28.00	29.00@30.00	28.00@29.00	28.00@30.00
Good	.....	15.00@26.00	28.00@29.00	26.00@27.00	27.00@28.00
Medium	.....	23.00@24.00	27.00@28.00	21.00@24.00	24.00@26.00
Common	.....	18.00@21.00	25.00@27.00	18.00@20.00@.....
YEARLINGS:					
Good	.....	.....@.....	.....@.....	.....@.....	24.00@26.00
Medium	.....	.....@.....	.....@.....	.....@.....	.....@.....
Common	.....	.....@.....	.....@.....	.....@.....	.....@.....
MUTTON:					
Good	.....	16.00@17.00	.....@.....	18.00@20.00@.....
Medium	.....	13.00@15.00	.....@.....	15.00@17.00@.....
Common	.....	9.00@11.00	.....@.....	12.50@15.00@.....
Fresh Pork Cuts—					
LOINS:					
8-10 lbs. average	.....	23.00@25.00	20.00@21.00	20.00@23.00	19.00@21.00
10-12 lbs. average	.....	21.00@23.00	19.00@20.00	19.00@21.00	18.00@20.00
12-14 lbs. average	.....	18.00@20.00	17.00@18.00	16.00@17.00	16.00@18.00
14-16 lbs. average	.....	16.00@17.00	14.00@16.00	13.00@15.00	14.00@15.00
16 lbs. over	.....	12.50@15.00	11.00@13.00	12.00@13.00@.....
SHOULDERS:					
Skinned	.....	9.50@10.50	.....@.....	10.00@12.00@.....
PICNICS:					
4-6 lbs. average	.....	9.50@10.00	10.00@11.00	10.00@11.00@.....
6-8 lbs. average	.....	9.00@ 9.50	9.00@10.00	9.00@10.00@.....
BUTTS:					
Boston style	.....	12.00@13.00	.....@.....	11.50@13.00	11.00@12.00

*Veal prices include "hide on" at Chicago and New York.



Butchers Need Dependable Scales

for two good reasons. The first is to protect themselves against loss, and the second, to maintain the good will of their customers.

The accuracy of Chatillon Scales is unquestioned. That was the ideal established way back in 1835 and the one held to up to this day, to produce scales that would do work satisfactorily.

Many of your customers know and trust Chatillon Scales because they have Chatillon Household Scales in their homes, all the big packers and provision dealers use Chatillon Scales. And so it goes, throughout the entire land, wherever scales are used, you find Chatillon Scales.

You need dependable scales. You need Chatillon scales.

Write your supply house for full information.

JOHN CHATILLON & SONS
 85-99 Cliff Street Established 1835 New York City, N. Y.
Manufacturers of Scales and Butchers' Supplies

good grazing facilities, but there seemed to be quite a depression in the meat trade.

The poultry and game purchased by Mr. Kohn while abroad is arriving and will continue to come for the next three months. It has already been placed on sale and Mr. Kohn states that prices are lower than in many years, due to the abundance of game.

During his stay Mr. Kohn witnessed the method of catching quail in the country about four hundred miles south of Buenos Aires. Usually eight or ten men will walk through the cornfields and beat the bushes, when the quail will fly along the ground right into the net which is stretched across the end of the field, and the birds are caught. Game is protected by law, the country being divided into provinces, and each year the game commission decides which provinces are closed to hunters. In this way the killing off of game entirely is prevented.

The American consular and diplomatic representatives are very highly thought of by the natives and are very efficient, being of great service to any Americans. "It

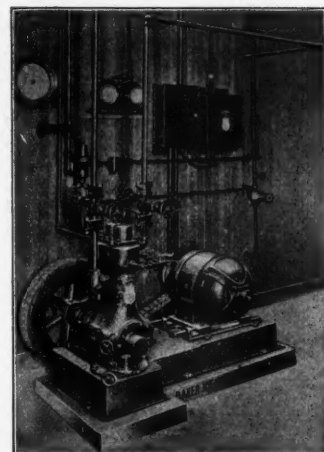
is wonderful that we have such men down there," said Mr. Kohn. "The American Chamber of Commerce also is very efficient and a great help to anyone making use of it."

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending August 11, 1923, with comparisons, as follows:

	Week ending Aug. 11, 1923.	Previous week, Aug. 4, 1923.	Cor. week, 1922.
Western dressed meats:			
Steers, carcasses	7,729	8,678	8,424
Cows, carcasses	631	830	707
Bulls, carcasses	218	247	229
Veal, carcasses	10,334	10,952	9,309
Hogs and pigs	261	4,829	.....
Lambs, carcasses	16,860	20,431	19,801
Mutton, carcasses	3,411	4,423	3,745
Beef cuts, lbs.	112,243	164,835	170,047
Pork cuts, lbs.	1,002,254	862,852	698,611
Local slaughter, Federal inspection:			
Cattle	9,077	10,901	9,680
Calves	13,141	13,621	13,695
Hogs	39,559	44,086	43,338
Sheep	40,049	45,205	33,338

BAKER SYSTEM



Perfect Refrigeration

That's what you need for the preservation of your meats, butter, fruits, vegetables, etc.

You realize that ice is too expensive—too sloppy, and makes your ice box wet and musty. The uneven temperature results in considerable loss to you through meat trimmings and spoilage.

Install the Baker System Mechanical Refrigeration

Reliable Temperature
Cheaper Than Ice
Easy to Operate
Lasts a Lifetime

With the Baker System you have absolute control of the desired temperature and can cut out the ice bills. A steady and dependable circulation of cold dry air will reduce your loss through spoilage and trimmings—your box will be dry and sanitary.

Write for Bulletin No. 42-D

Baker Ice Machine Co.
Omaha, Neb.



The Key that Unlocks the Door to INCREASED PROFITS

THOUSANDS of York Machines have paid for themselves, and are now earning substantial dividends for their owners. These machines are designed for service, built of the best materials for the purpose, thoroughly tested and rigidly inspected before shipment. They are self-contained, require very little attention and do not require a skilled operator. There is probably no other equipment you can buy that will be a greater help in increasing your profits than a York Refrigerating Machine.

YORK MANUFACTURING CO.

(Ice Making and Refrigerating Machinery Exclusively)

YORK - - - - PENNA.

BRANCH OFFICES

Toronto	Cincinnati	Denver
Boston	Atlanta	New Orleans
Brooklyn	Chicago	Houston
Philadelphia	Omaha	Los Angeles
Pittsburgh	St. Louis	San Francisco
Cleveland	Kansas City	Seattle

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium to choice.....	9.00@11.85
Cows, common to choice.....	1.50@ 7.00
Bulls, common to choice.....	4.00@ 7.00

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	15.00@15.50
Calves, veal, common to medium.....	10.00@13.00
Calves, veal, culls, per 100 lbs.....	7.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	14.50@15.00
Sheep, ewes, prime, 100 lbs.....	6.25@ 6.50
Sheep, ewes, common to good, 100 lbs.....	3.50@ 6.00

LIVE HOGS.

Hogs, heavy.....	@8.90
Hogs, medium.....	9 @9.25
Hogs, 140 lbs.....	9 @ 9 1/4
Pigs, under 70 lbs.....	9 @ 9 1/4
Roughs.....	@ 6c

DRESSED BEEF.

CITY DRESSED.

Choice, navy, heavy.....	19 @20
Choice, native, light.....	20 @21
Native, common to fair.....	17 1/2 @18 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	19 @19 1/2
Native choice yearlings, 400@600 lbs.....	19 @20
Western steers, 600@800 lbs.....	16 @17
Texas steers, 400@600 lbs.....	10 @13
Good to choice heifers.....	17 1/2 @18
Choice cows.....	12 @13
Common to fair cows.....	9 @11
Fresh bologna bulls.....	8 @ 9

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@24	26 @28
No. 2 ribs.....	@20	@25
No. 3 ribs.....	@14	22 @24
No. 1 loins.....	@32	34 @36
No. 2 loins.....	26 @27	30 @32
No. 3 loins.....	@16	28 @30
No. 1 hinds and ribs.....	25 @26	26 @28
No. 2 hinds and ribs.....	23 @24	24 @25 1/2
No. 3 hinds and ribs.....	19 @20	22 @23 1/2
No. 1 rounds.....	15 @16	@20
No. 2 rounds.....	14 @15	18 @19
No. 3 rounds.....	13 @14	16 @17
No. 1 chucks.....	@13	13 @14
No. 2 chucks.....	@11	11 @12
No. 3 chucks.....	7 @ 8	9 @10
Bolognas.....	@ 6	9 1/2 @10 1/2
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @60	
Tenderloins, 5@6 lbs. avg.....	80 @80	
Shoulder clods.....	10 @11	

DRESSED CALVES.

Prime.....	22 @23
Choice.....	20 @21
Good.....	18 @19
Medium.....	15 @17
Common.....	13 @14

DRESSED HOGS.

Hogs, heavy.....	@12%
Hogs, 180 lbs.....	@12%
Hogs, 400 lbs.....	@13%
Hogs, 140 lbs.....	@13%
Pigs, 80 lbs.....	@13%

DRESSED SHEEP AND LAMBS.

Lambs, choice winters.....	31 @32
Lambs, genuine spring.....	@28
Lambs, poor grade.....	15 @24
Sheep, choice.....	16 @16
Sheep, medium to good.....	13 @15
Sheep, culls.....	8 @12

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	22 @23
Hams, 10@12 lbs. avg.....	21 @22
Hams, 12@14 lbs. avg.....	20 @21
Picnics, 4@6 lbs. average.....	13 @14
Picnics, 6@8 lbs. avg.....	12 @13
Bowties, 6@8 lb. avg., per lb.....	14 @15
Beef tongue, heavy.....	35 @40
Beef tongue, heavy.....	43 @45
Bacon, boneless, Western.....	22 @23
Bacon, boneless, city.....	22 @23
Pickled bellows, 10@12 lbs. avg.....	16 @17

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.21	@22
Fresh pork tenderloins.....	50 @51
Frozen pork loins, 10@12 lbs. avg.....	17 @18
Frozen pork tenderloins.....	38 @40
Shoulders, city, 10@12 lbs. avg.....	13 @14
Shoulders, Western, 10@12 lbs. avg.....	12 @13
Butts, boneless, Western.....	17 @18
Butts, regular, Western.....	13 @14
Fresh hams, city, 8@10 lbs. avg.....	22 @23
Fresh hams, Western, 10@12 lbs. avg.....	20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.11	@12
Extra lean pork trimmings.....	14 @15
Regular pork trimmings, 50% lean.....	8 @ 9
Fresh spare ribs.....	8 @ 9
Raw leaf lard.....	12 @13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	115.00@120.00
Black hooft, per ton.....	45.00@ 55.00
Striped hooft, per ton.....	45.00@ 55.00
White hooft, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@34c	a pound
Fresh steer tongues, L. C. trim'd.....	@42c	a pound
Calves, heads, scalded.....	@85c	a piece
Sweetbreads, veal.....	@75c	a pair
Sweetbreads, beef.....	@55c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@14c	a pound
Oxtails.....	@10c	each
Hearts, beef.....	@ 6c	a pound
Beef hanging tenders.....	@15c	a pound
Lamb fries.....	@10c	apair

BUTCHER'S FAT.

Shopfat.....	@ 2
Breast fat.....	@ 3 1/2
Edible suet.....	@ 5
Cond. suet.....	@ 4
Bones.....	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	17
Pepper, Sing., black.....	11	14
Pepper, red.....	19	23
Allspice.....	6	9
Cinnamon.....	12	16
Coriander.....	12	15
Cloves.....	32	37
Ginger.....	18	21
Mace.....	55	60

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	Bags, per lb.
Double refined saltpetre, granulated.....	6%	6%	6%
Double refined saltpetre, small crystals.....	7%	7%	7%
Double refined nitrate soda, granulated.....	4%	4%	4%
Double refined nitrate soda, crystals.....	5%	5%	5%
In 25 barrel lots:			
Double refined saltpetre, granulated.....	6%	6%	6%
Double refined saltpetre, small crystals.....	7%	7%	7%
Double refined nitrate soda, granulated.....	4%	4%	4%
Double refined nitrate soda, crystals.....	5%	5%	5%
Carload lots:			
Double refined nitrate of soda, granulated.....	4%	4%	4%
Double refined nitrate of soda, crystals.....	5%	5%	5%

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 lbs. up.
Prime No. 1 veals.....	18	2.10	2.20	2.45	3.20
Prime No. 2 veals.....	16	1.90	1.95	2.20	2.95
Buttermilk No. 1.....	15	1.80	1.85	2.10	2.80
Buttermilk No. 2.....	13	1.60	1.60	1.85	2.50
Branded grubby.....	10	1.10	1.20	1.35	1.80
No.3.....	At value				

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 66 lbs. and over to dozen, lb.....	@30
Western, 48 to 54 lbs. to dozen, lb.....	@28
Western, 43 to 47 lbs. to dozen, lb.....	@26
Western, 36 to 42 lbs. to dozen, lb.....	@25

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 66 lbs. and over to dozen, lb.....	@28
Western, 48 to 54 lbs. to dozen, lb.....	@27
Western, 43 to 47 lbs. to dozen, lb.....	@25
Western, 36 to 42 lbs. to dozen, lb.....	@24
Western, 30 to 35 lbs. to dozen, lb.....	@22
Fowls—Fresh—dry packed, corn fed—barrels.	
Western, dry packed, 5 lbs. and over, lb.....	@26
Western, dry packed, 4 1/2 lbs. each, lb.....	@24
Western, dry packed, 3 1/2 lbs. each, lb.....	@21
Western, dry packed, 3 lbs. and under, lb.....	@20
Old Cocks—Fresh—dry packed—boxes or bbls.	
Western, dry picked, boxes.....	@17
Western, scalded, bbls.....	@15
Ducks—	
Long Island, per lb., bbls.....	@25
Squabs—	
White, 12 lbs. to doz., per doz.....	8.00@8.50
White, 10 lbs. to doz., per doz.....	6.00@6.50
Culls, per doz.....	75 @1.25

LIVE POULTRY.

Broilers, via express.....	36 @38
Old roosters, via freight.....	@..
Ducks, western, via freight.....	@..
Turkeys, hens, via express.....	@..
Geese, via freight.....	@..
Pigeons, per pair, via freight or express.....	@30
Guineas, per pair, via freight or express.....	@70

BUTTER.

Creamery, extras (92 score).....	@42
Creamery, firsts.....	38 @40
Creamery, seconds.....	36 1/2 @37 1/2
Creamery, lower grades.....	35 @36

EGGS.

Fresh gathered, extra fancy, per doz.....	31 @34
Fresh gathered, extra firsts.....	28 @30
Fresh gathered, firsts.....	25 @27
Fresh gathered, checks, fair to choice, dry 1.....	21 1/2 @21 1/2
Fresh gathered, dirties, reg. packed, No. 1.....	22 @23

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

	Ammonias.
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	3.20 @ 3.25
Ammonium sulphate, double bags, per 100 lbs., f. a. s. New York.....	@ 3.35
Blood, dried, 15-16% per unit.....	@ 3.90
Fish scrap, dried, 11% ammonia, 15% B. P. L. delivered Baltimore.....	3.95 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.00 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@ 2.45
Soda nitrate, in bags, futures.....	2.45 @ 2.60
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	3.65 and 10c
Tankage, unground, 9-10% ammonia.....	3.25 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton.....	@35.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@39.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 8.50

Potash.

Kalnit, 12.4% bulk, per ton.....	@ 7.22
Manure salt, 20% bulk, per ton.....	@10.55
Muriate, in bags, basis 80%, per ton.....	@34.55
Sulphate, basis 90% bags, per ton.....	@43.67

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of August 3 to August 9, 1923:

	3.	4.	6.	7.	8.	9.
Chicago.....	42	42 1/2	42 1/2	42	42	42
New York.....	43	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2
Boston.....	42 1/2	43	43 1/2	43 1/2	43 1/2	43 1/2
Phila.....	43 1/2	43 1/2	44	44 1/2	44 1/2	44 1/2

Wholesale prices of carlots, fresh centralized butter, 90 score Chicago:

	3.	4.	6.	7.	8.	9.
Chicago.....	42	42 1/2	42 1/2	41 1/2	41 1/2	41 1/2

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1923.
Chicago.....	37,898	48,183	61,679	2,006,879
New York.....	56,630	71,005	68,297	2,227,054
Boston.....	19,918	23,755	23,408	812,195
Phila.....	15,656	10,020	16,220	601,811

Total.....139,102 152,963 169,604 5,647,939

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Aug. 9.	Cor. day of week, 1922.
Chicago.....	187,825	91,615	17,280,605	27,032,319
New York.....	99,768	111,854	16,998,532	17,591,286
Boston.....	181,061	90,870	11,790,065	13,233,066
Phila.....	37,690	56,034	5,181,152	4,594,084
Total.....	506,344	350,373	51,250,384	62,450,755

223.

228
227
225
224
222
226
224
221
220
117
115
223
8.50
16.50
11.25

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